

THE NATIONAL Provisioner

THE MAGAZINE OF THE
Meat Packing and Allied Industries

Volume 79

DECEMBER 29, 1928

Number 26

December

Reference Dept.
7th FLOOR

1868

1928

Our

Sixtieth Anniversary

Cordial Good
Wishes to Our
Friends Throughout
the World



S. Oppenheimer & Co.

466-470 Washington St., New York City — 610-624 Root St., Chicago, Ill.

After January 15 we will be happy to have
our friends visit us at our new Chicago
plant, 610 to 624 Root St., two blocks from
the main entrance to the Stockyards.

"WE--GET--RESULTS!"

says this prominent sausage maker
in his letter about the

"BUFFALO" AIR STUFFER

Read his letter!

"We have been using your
"BUFFALO" Stuffer for
some time. We wish to say
that we are entirely satisfied
with the stuffer and we find
our men are able to get very
fine results from it."

PETER ECKRICH & SONS, Inc.
Kalamazoo, Michigan.

The Patented Leakproof Su-
perior Piston—adjustable to
take up wear—is used exclu-
sively in the "BUFFALO."

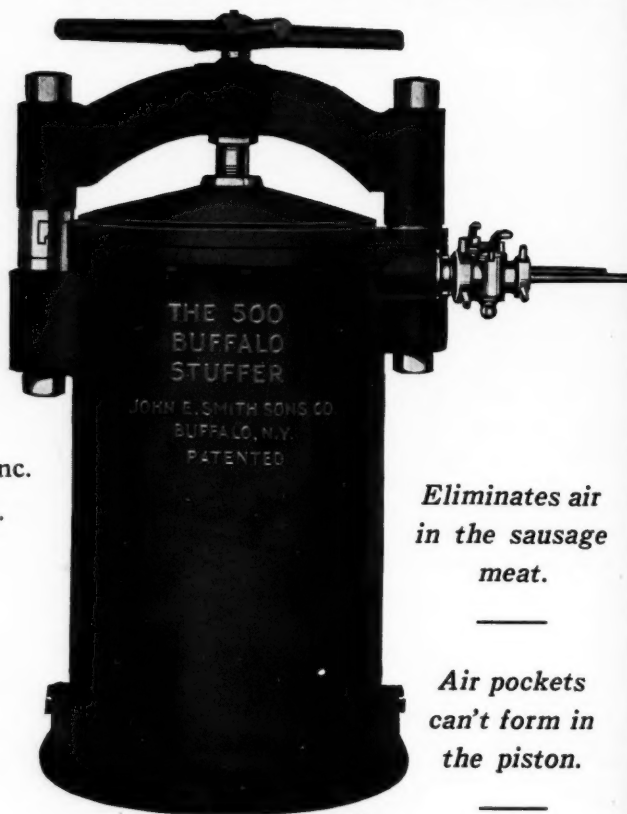
No air pressure required to draw piston down. It drops
instantly and very rapidly the moment air pressure is
released. Write for catalog and list of users!

*If you see this wonderful machine in operation you'll
buy!*

JOHN E. SMITH'S SONS CO., Buffalo, N. Y., U. S. A.

Patentees and Manufacturers

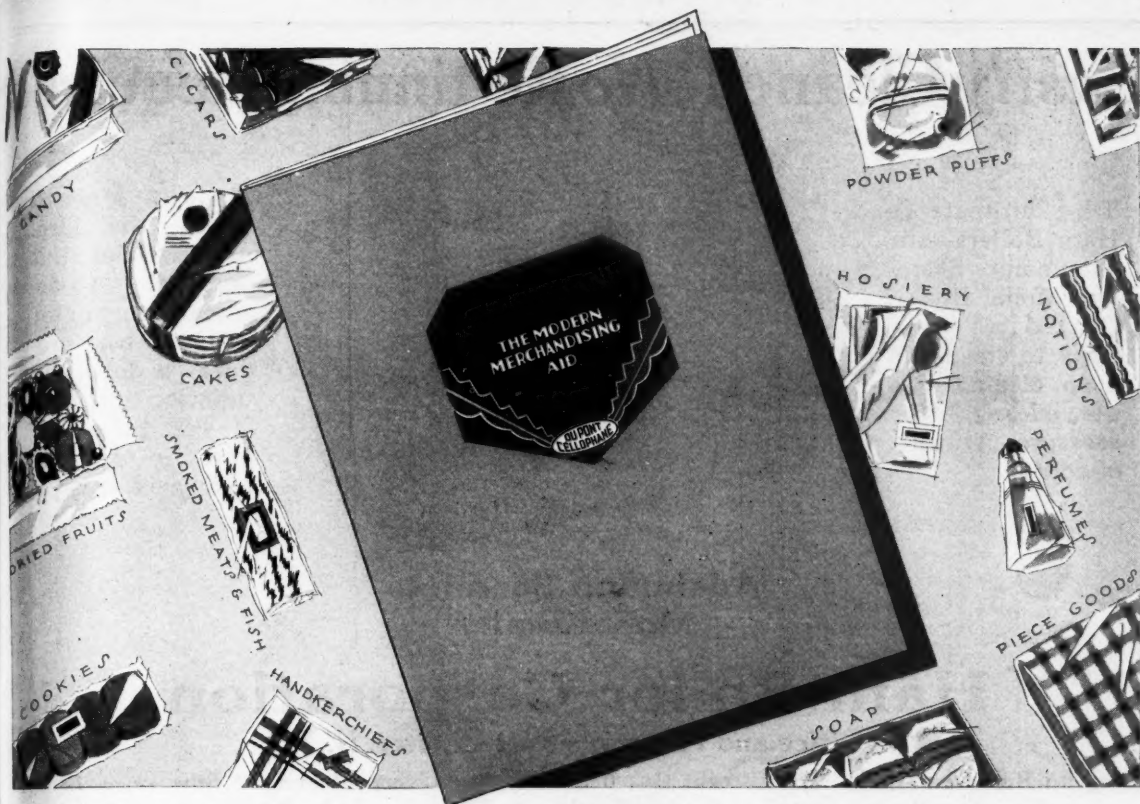
BRANCHES: Chicago, Ill., U. S. A. London, England Melbourne, Australia



*Eliminates air
in the sausage
meat.*

*Air pockets
can't form in
the piston.*

*Lid and arch
swing over
stuffing bench
making it easy
to fill.*



This New Booklet May Point the Way to Greater Sales for You

HAVE you a product whose sales appeal may be increased when its appetite appeal, attractiveness, color, or design can be seen by the buying public?

Have you an item on which shopwear losses should be lessened through protection from dust or contamination? Or perchance a beautiful expensive container that must be guarded against handling and shopwear?

Have you an article that needs an added touch

of distinction to make it stand out on the dealer's counter and win the passerby's attention?

If so . . . then you should have a copy of the new booklet "Cellophane—The Modern Merchandising Aid." It will aid you as you make your plans for increased sales for 1929.

Write for a copy today.

DU PONT CELLOPHANE CO., Inc.

2 Park Avenue, New York City

Canadian Agents: WM. B. STEWART & SONS, Limited, Toronto, Canada



Cellophane

Cellophane is the registered trade mark of Du Pont Cellophane Company, Inc., to designate its transparent cellulose sheets and films, developed from pure wood pulp (not a by-product).

Du Pont Cellophane Co., Inc.
Desk N, 2 Park Ave., N. Y. C.

Gentlemen:

Kindly send me a copy of your new booklet, "Cellophane—the Modern Merchandising Aid."

Name.....

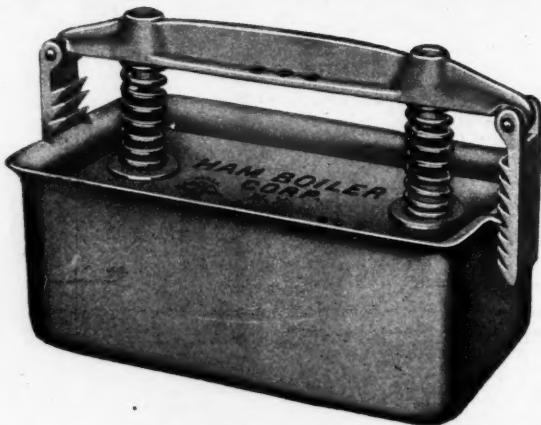
Address.....

THE NATIONAL PROVISIONER, VOL. 79, No. 26. Published every Saturday by The National Provisioner, Inc., Old Colony Bldg., Chicago, Ill. Entered as second-class matter Oct. 8, 1919, at the post office at Chicago, Ill., under the act of March 3, 1879.

Subscription Price: United States, \$3.00; Canada, \$4.00; All Foreign Countries in Postal Union, \$5.00.

Easily Cleaned--No Re-tinning Required

The ultimate in Ham Boilers—the Adelmänn Seamless Monel Boiler. Can't discolor. Easy to clean and keep clean. Has the *yielding spring pressure* feature, of course.



Made of Monel Metal, the ideal material for this purpose. A decidedly superior boiler that produces a decidedly superior product. If you believe it pays to get the best, here it is.

**Adelmänn Seamless
Monel Boiler**

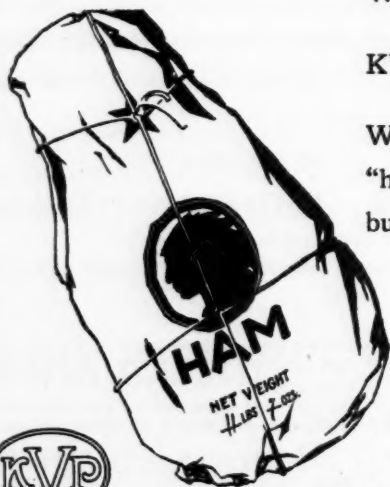
Ham Boiler Corporation

Office and Factory—Port Chester, N. Y.

European Representatives: The Brecht Co., 6 Stanley St., Liverpool and 12 Bow Lane, London
Canadian Representative: Gould, Shapley & Muir Co., Ltd., Brantford, Ont.

Uncle Jake says—

"A hair-trigger talker is usually a slow-fire thinker"



When we talk to you about the merits of

KVP GENUINE VEGETABLE PARCHMENT

Wrappers for your Ham and Bacon, we are not "hair-triggering." We have not only thought it out but we have carefully worked it out.

Uncle Jake
of the

KALAMAZOO VEGETABLE PARCHMENT CO.

KALAMAZOO, MICHIGAN

Parchment and Waxed Papers Protect the Nation's Food



*Tender slices
of bacon
safely protected by*

Paterson *Genuine* Vegetable Parchment

DELICIOUS bacon—fresh, savory—a package that makes your mouth water. In clean, white sheets of Paterson *Genuine* Vegetable Parchment, these tender slices are kept fresh and appetizing. All the zestful flavor is preserved.

Women today know what “parchment wrapped” means. And they show their preference by selecting products that have this extra protection. For this added sales appeal there is no wrapper like Paterson *Genuine* Vegetable Parchment.

*Write for quotations
and interesting details.*

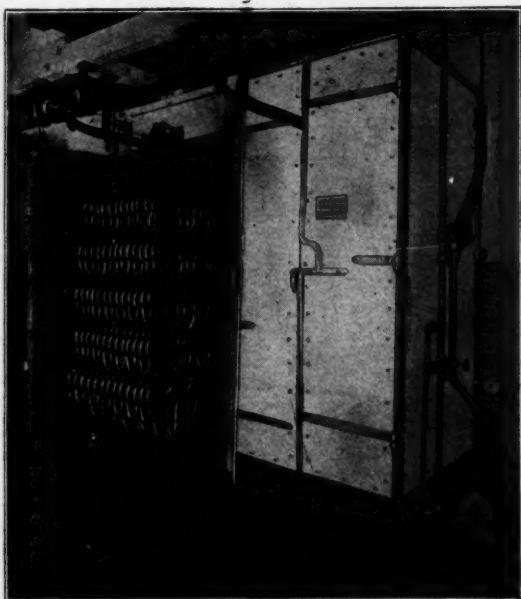
The Paterson Parchment Paper Company

Original Makers of Genuine Vegetable Parchment

PASSAIC, NEW JERSEY

Chicago

San Francisco



Manufactured under the following Patents by license agreement with
ARMOUR & COMPANY:

No. 1192802.... July 25, 1916
No. 1214392.... Jan. 30, 1917
No. 1214393.... Jan. 30, 1917
Other Patents Pending.

Hot Water

NOT STEAM
and The

Jourdan Process Cooker

Represent the acme of efficiency in SAUSAGE COOKING and HAM BOILING.

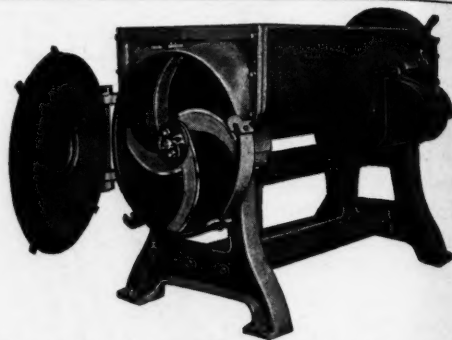
Packers everywhere are now using this great labor saving machine to produce better cooked products.

The salability of your product depends largely upon the appearance after cooking. PROCESS COOKING means consistent uniformity at all times—a product unequalled for cleanliness and evenly colored as you like it.

The machine pays for itself quickly by actual savings of labor, steam, color, floor space, and reduced shrinkage.

Write today for names of satisfied users and our liberal trial offer.

Jourdan Process Cooker Co.
814-32 W. 20th St. Chicago



**To Start—Throw a Switch
To Unload—Throw a Lever**

That's all you need to do to operate the KUTMIXER which is the best mixer made combined with the finest cutter built—all in one machine.

HOTTMANN

KUTMIXER

CUTS-MIXES-EMPTIES

Write for interesting details.

The Hottmann Machine Co.
3325-43 Allen Street Philadelphia

Jordan's Famous Ham Retainer



**Gives a Perfect Product
Without Repressing**

No cracks or jelly pockets. No repressing. Takes expert eye to tell Butt from Hock end. Produces firm, tasty cold cuts which increase sales and profits.

R. E. JORDAN & CO., Inc.

1700 Windermere Ave. Baltimore, Md.

Sole Distributors for
KAUFMAN'S FLY RE-PELLER

Happy New Year



There goes out from our door at this holiday season a sincere expression of appreciation of the pleasant business relations with you during the past year.

We take this occasion to extend to the packing industry, in behalf of the Allbright-Nell organization, a hearty wish for a big prosperous New Year.

THE ALLBRIGHT-NELL CO.

5323 SO. WESTERN BLVD.
CHICAGO • ILLINOIS •



An accepted . . . necessary item..

The merchandising efforts of any meat packer largely determine whether his business will be an outstanding success. Well planned merchandising programs of leading packers in every section of the country have included in them provision for the use of the KLEEN KUP for sausage meat. Because the KLEEN KUP is primarily a merchandising package . . . because it accelerates turnover . . . because it increases sales volume . . . it has come to be accepted as a necessary item in an important field of the meat packing industry. Samples are yours for the asking. Sizes: one ounce to ten pounds.

KLEEN KUP

*The Package That
Sells Its Contents*

Mono Service Co.
NEWARK NEW JERSEY



Grinder Blades, Plates and Knives

We carry the largest and most complete stock of all different makes and styles of Grinder Plates and Knives and can furnish plates with all sizes of holes from 1/16" to 2 1/2".

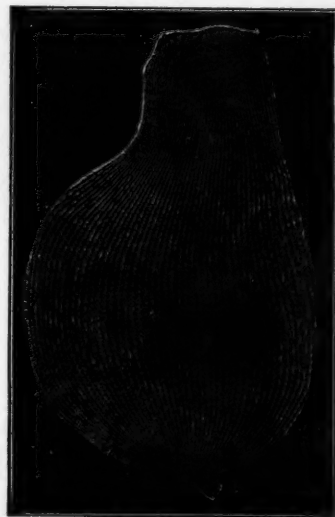
The Famous O. K. Reversible Angle Hole Plates
The Superior No. 6 O. K. Reversible, Angle or Straight Hole Plates

O. K. Knives with Changeable Blades
Imported German Tool Steel Plates and Knives
(Hub and Plate in One Piece, Eliminating Danger of Hub Loosening)

Solid Steel Knives—Domestic and Imported
Imported German Tool Steel Silent Cutter-Knives

Send for Price List and Description

The Specialty Manufacturers Sales Co.
Chas. W. Dieckmann, 2021 Grace St., CHICAGO, ILL.



STOCKINETTE BAGS

used in smoking Hams, add to the appearance of your product—insure cleanliness and save labor

Details and prices furnished upon request

Buy Your Supplies from First Hands

FRED C. CAHN

226 W. Adams St., CHICAGO

Selling Agents,

THE ADLER UNDERWEAR & HOSIERY MFG. CO.
The World's Largest Knitters of Stockinette Fabrics

Cooks 500 Hams *in a single operation*



The above installation—in the plant of the Trunz Pork Stores, Inc.—is only one of many in large eastern plants. BEJAY is lowering costs in these plants by a tremendous saving in labor. It is also improving quality by automatically maintaining a constant temperature which is permanently recorded.

Hams are lowered into the tank and raised electrically. Water is pump-circulated insuring equal temperatures in all parts of the tank. Cooling is quickly accomplished by cold water flushing. Live or exhaust steam can be used. Operating cost is slight; maintenance cost negligible. Tank need not be filled—any quantity can be cooked at a time with profit.

Ten years' use in actual plant operation has proved BEJAY to be a very profitable investment for packers.

Learn more about BEJAY. It is tailor-made to fit
YOUR particular requirements. Write today
for details.

BEJAY COOKER

Blattner Machinery Corporation, 984-88 Grand St., Brooklyn, N. Y.

GRIFFITH'S "Oil of the Spice"



**A Perfect Sausage Seasoning
A Perfect Container**

A long step forward to a quality that satisfies at a 60% reduction in cost.

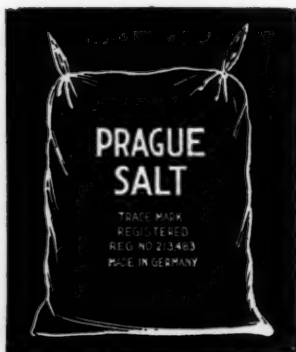
Our Motto:

"The Best that can be Made"

We Satisfy every Customer

PRAGUE SALT

*is now known
everywhere*



It is used by thousands of packers. All of them say:

"Prague Salt is a successful Curing Salt. It fixes the color. It cures in half the time. It is a full step forward in curing. Less shrinkage, and less spoilage. Easy to use."

The Griffith Laboratories

4103 S. La Salle St., Chicago, Ill.

"Go Buggies" Look 'em Over

Take this Meat Buggy, for instance. Adapted to general loading and conveying. Like all Globe "Go-Buggies" it is strong, light, easy running; has no dirt-catching corners; is heavily galvanized.



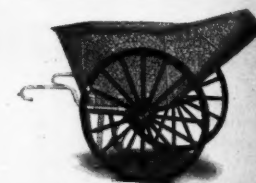
Meat Buggy—No. 112

General Purpose—just what the name implies. Nothing around the plant will do more for as little money. Built to stand punishment that even Turney would avoid. Not only a good worker but an eager one.



General Purpose Truck No. 106

Charges like the Marines—easily and satisfactorily. A long nose and a strong one. For delivery to the rendering tanks or the meat chute holes, this charging Truck offers the one best way.



Charging Cart No. 110

Write for catalog showing these and other Globe products.

The Globe Co.

818-26 W. 36th St.

Chicago, Ill.

Ham Truck



**Shelves and Chassis
Removable**

A strong, handy ham truck. Shelves slide out easily. Body simply lifts off chassis. Well braced, well made body and chassis. Easy to handle and clean—hard to damage or wear out.

Write for details and prices

George Leisenheimer

357-359 Maujer St.

Brooklyn, N. Y.

A Definite Guarantee of Purity —

IS WRITTEN INTO EVERY MATHIESON AMMONIA CONTRACT



Every Ammonia cylinder is tested for strength and purity before leaving the Mathieson plant

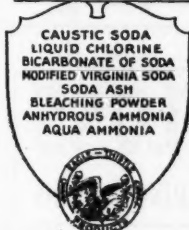
A MATHIESON AMMONIA contract is more than an agreement to supply the buyer with so many pounds of Ammonia at a certain price and terms. It is in addition an agreement to supply Ammonia that meets very definite and rigid specifications as to purity.

Every Mathieson Ammonia contract specifies that the buyer will be supplied with "Pure, dry Anhydrous Ammonia" and further, that the Ammonia supplied "shall contain no objectionable impurities, such as pyridine, acetonitrile, naphthalene, hydrogen sulphide, organic acid and other organic compounds". It shall also "contain less than 20 c.c. of non-condensable gases per 100 grams of Ammonia".

We guarantee these definite standards of purity—which are even more rigid than those of the United States Navy—because we know our Ammonia will meet them and because every cylinder is tested accordingly before leaving our plant.

When you purchase Mathieson Anhydrous Ammonia, you know you are getting the purest Ammonia obtainable. Contract now for your 1929 requirements.

MATHIESON
Industrial
Chemicals



Warehouse Stocks at all
distributing centers

Anhydrous Ammonia

The MATHIESON ALKALI WORKS (Inc.)
250 PARK AVENUE NEW YORK CITY

PHILADELPHIA, CHICAGO,
PROVIDENCE, CHARLOTTE, CINCINNATI

DEAL DIRECT WITH THE MANUFACTURER

WORKS: NIAGARA FALLS, N.Y.,
SALTVILLE, VA. - NEWARK, N.J.

Settle the Seasoning Question

Much talk . . . violent agitation . . . claims and counter claims . . .
Settle this question of Seasoning.

There is no doubt that seasoning in a liquid form has many distinct advantages. Good judgment will tell you that it will mix more readily and evenly, save time and money. It gets down to finding a liquid seasoning that's "right" in price, quality and results.

LiquaSpice

PURE NATURAL SPICES IN LIQUID FORM

LIQUASPICE is nothing more nor less than pure natural spices in liquid form. Strong, stable, always the same. Covered by a broad guarantee* as you see below.

Once you start to use **LIQUASPICE** you can forget the problem of economical seasoning to produce a uniform, superior product.

Send for a generous **FREE** sample today. There's absolutely no risk or obligation.

*GUARANTEE

LIQUASPICE MUST prove satisfactory in every way. You need not keep it unless it meets your every requirement. You alone to be the judge.

LiquaSpice

Inc.

330 S. Franklin St., Chicago, Ill.

Resist the Hard Knocks of Time—



Heavy-Duty Drums

These heavy - duty drums are cheapest in the long run because of their continued service after ordinary drums are worn out.

Scientifically correct construction is the secret of their remarkable durability.

Know the height of satisfaction by using **DUBUQUE GALVANIZED STEEL DRUMS.**

All wanted sizes. Send for particulars.

Dubuque Steel Products Company
Sheet Metal Dept. Kretschmer Mfg. Co.
DUBUQUE, IA.

SAUSAGE BAGS made of Bleached Muslin Parchment Paper Lined



make the neatest and most sanitary package, and having your name printed thereon advertises you as up to date.

Write for Samples and Prices

Abercrombie Bag Co.
20 Hayes St., Bridgeport, Conn.



PROTECT THE PRODUCT

HY-GLOSS Paraffined Cartons are unexcelled; are used by the leading Oleo Manufacturers of the country. They attract the attention of the discriminating buyer.

National Carton Company
Joliet, Illinois

H.P.S.

**Additional Profit
During 1929**

Make Your Paper Purchases

Pay a Profit

When you've balanced your books for 1928, remember that you easily could have added many dollars in sheer net profit by simply dealing with H. P. S. Of course, many packers have already started this additional-profit plan. We're talking now of those of you who haven't.

Buying from H. P. S.—direct from the manufacturer—saves you BIG money on your oiled and waxed papers. No salesmen to call on you, no traveling expenses added to the price you pay.

Besides—25 years' specialization on packers' requirements in oiled and waxed papers insures you of the best for the purpose.

**Start making an extra
profit today!**

H. P. Smith Paper Company

1130-38 West 37th Street, Chicago

REX BRAND

The King of Nitrates

Complies with
B. A. I. Requirements

Write for Prices
Immediate Deliveries

Double Refined

Nitrate of Soda and Nitrate of Potash (Saltpetre)

STAUFFER CHEMICAL CO.

420 Lexington Ave., New York City

111 W. Washington St., Chicago, Ill.

Quality is the secret of NEVERFAIL'S success!

The ingredients used in NEVERFAIL must always meet the highest standards of quality. This policy of using only the best makes certain your obtaining uniformly fine results with this Cure. You will find NEVERFAIL unequalled for quick, positive action and superior

flavor in curing sausage meats, bacon or ham. Its use by thousands of packers and sausage makers is a safe guide for you in choosing this Cure. Write, today, for further details, prices, etc., on NEVERFAIL (Reg. U. S. Pat. Office), the Perfect Cure.

Makers of the genuine H. J. Mayer Special Frankfurter, Bologna, Pork Sausage (with and without sage), Braunschweiger Liver, Summer (Mettwurst), Chili Con Carne and Rouladen Delicatessen Seasonings

H. J. MAYER & SONS CO.

6821-3 S. Ashland Ave., Chicago, Ill.

Canadian Plant, Windsor, Ont.

The Man Who
Knows



The Man You
Know

Builds Business—Increases Profits

Priced 1/2
lower than
our standard
granulated
sugar f.o.b.
New Orleans, La.

Because it produces a flavor and color in meats that is far superior and is absolutely uniform the year 'round Godchaux's Curing Sugar naturally builds business.

It increases profits because it costs much less than granulated—its only true competitor. Because it is especially prepared for curing purposes and no fermented or rosy pickle can result from its use.

Write today!

Godchaux's CURING SUGAR

[Tested by the Research Department
Institute of American Meat Packers]

Godchaux Sugars, Inc.
New Orleans, La.



**Standard 1500-lb.
Ham Curing Casks**

Manufactured by

Bott Bros. Mfg. Co.

Warsaw, Illinois

Write for Prices and Delivery

NEW CURING VATS

Dozier Meat Crates
Packing Box Shooks

B. C. SHEAHAN CO.

166 W. Jackson Blvd. Chicago



The Stockinet Smoking Process

U. S. Letters Patent No. 1,122,715

Saves Labor, Trimmings, Shrinkage

Smoke Your Meats in Stockinets and Get Uniformity,
Sanitation, SQUARE Butts and Appearance

To get large sales, your Mr. Quality should have the assistance
of Mr. Stockinet appearance

Numerous Packers Throughout the Country Are
Why Not You?

For Further Particulars Write or Phone

THOMAS F. KEELEY, Licensor, 516 E. 28th St., Chicago. Phone Calumet 0349





Keeping Faith

*Sharp Reduction
in the Price of
NoJax Casings*

Effective January 1st

LONG AGO we promised our friends that as soon as our sales volume reached a point that would lower our manufacturing costs we would **REDUCE PRICES.**

This has now happened and we are
KEEPING FAITH

SEND FOR NEW PRICE LIST

The Visking Corporation
4311 Justine St.
Chicago

—Write to either—

Visking Eastern Sales Corp.
Benning
D. C.

Come to H-P-M "for your Pressing Needs"

The H-P-M Line includes every type of Hydraulic Press required in your work. The cracking press illustrated here is a large, powerful machine for heavy duty service. These presses are also available in many other sizes including small self-contained units.

You can also obtain from H-P-M all hydraulic accessories required for operating your presses, including all types of Pumps and Valves.

Address your inquiries to

The Hydraulic Press Mfg. Co.

TWENTY EAST BROAD, COLUMBUS, O.
Branch offices located for serving you in New York, Pittsburgh, Cleveland, Akron, Milwaukee and San Francisco. Plant centrally located at Mount Gilead, Ohio

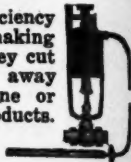


AMERICAN INSTRUMENTS



for the promotion of efficiency in the packing, sausage making and allied industries. They cut out guesswork and do away with shrinkage, underdone or overdone and off color products.

Write for Catalog
N-49



CONSOLIDATED ASHCROFT HANCOCK CO. INC.
AMERICAN SCHAEFFER & BUDENBERG DIVISION

338 Berry Street Brooklyn N.Y.

SCRAP PRESS

300 to 1200 Tons

Hydraulic Cracking Ejector

Hoop guided on Rods

Quality High, Price Low

Ask us about them

Dunning & Boschert

Press Co., Inc.

362 West Water St.,

Syracuse, N. Y., U. S. A.

Established 1872



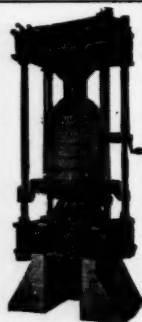
RAPID FAT MELTERS

For Rendering
and Packing
Plants



Waste Saving Machine Co.

1509 Real Estate Trust Building
Philadelphia, Pa.



Hydraulic Presses

FOR

Tankage, Lard,
Tallow, Sheep-
skins and Leather

PRESS SUPPLIES

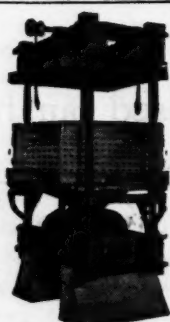
Racks, Cloth,
Valves & Packings

Write for catalogue
and prices

THOMAS-ALBRIGHT CO.

11th and Jefferson Streets

GOSHEN, INDIANA



BEMIS MEAT BAGS AND COVERS

ADVERTISE Your Brand

Your trademark may be reproduced directly on Bemis Fabric Meat Covers—a valuable sales aid, far superior to the paper label. Special shapes of bags, if desired. Send for details.

BEMIS BRO. BAG CO.

Specialty Dept.

420 Poplar Street, St. Louis, Mo.

LR844

clean
with

A triple saving!

MEAT Packers Oakite saves money for provisioners in three ways. It saves time by cleaning faster; labor by eliminating much hand scrubbing and scrubbing; and material because a little does a tremendous amount of cleaning. The facts are contained in an interesting booklet sent free on request.

Oakite is manufactured only by

OAKITE PRODUCTS, INC.

20A Thomas Street,

New York, N. Y.

OAKITE

Industrial Cleaning Materials and Methods

Consolidated Rendering Co.

Manufacturers of Tallow, Grease, Oleo Oil
Stearine, Beef Cracklings, Ground Scrap, Fertilizers
Dealers in Hides, Skins, Pelts, Wool and Furs

40 North Market St.

Boston, Mass.

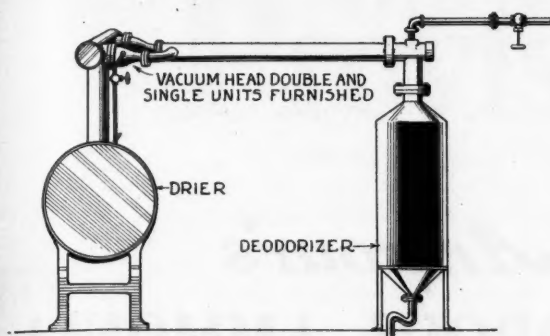
GEO. H. JACKLE

Broker

Tankage, Blood, Bones, Cracklings, Bonemeal,
Hoof and Horn Meal

40 Rector St.

New York City



BANISH ODORS from Your Plant

and speed up production on your driers and dry melters.

The PELPHREY VACUUM HEAD AND DEODORIZER

is daily doing both in many modern plants throughout the United States.

BEST BY TEST

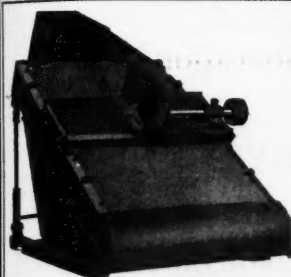
Operates on one-fourth the steam of the vacuum pump, requires no operating attention, and reduces the drying and cooking from thirty to fifty per cent.

Write for literature and list of users

A. W. PELPHREY COMPANY

1623 East 91st Street

Los Angeles, California



Stedman's Vibrating Screen

Simple Mechanical
Vibration
Solves Every
Screening Problem

Write for Bulletin 122

Stedman's Foundry & Machine Works

Founded 1834

505 Indiana Avenue AURORA, INDIANA

New Southwark Curb Presses

For Fats, Tallow and Fertilizers, Etc.

Two Column Quick Acting
Presses

Write for Special Bulletin on
Curb Presses

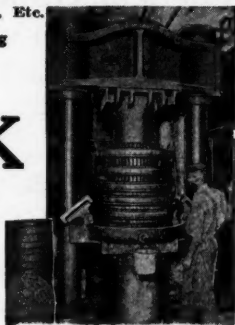
SOUTHWARK

Foundry and Machine Co.

Established 1836
434 Washington Ave.,

PHILADELPHIA, PA.

100 E. South St., Akron, O.
343 S. Dearborn St., Chicago



Why Packers Quickly Realize That It Pays to Newmanize

Less Power
Less Repairs
Performance

Price

\$300 to \$495

f.o.b. Factory

We have
a Grinder
to suit
your plant



Newman Grinder & Pulverizer Co.

419-425 W. 2nd St.,
Wichita, Kansas

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The Albright-Nell Co.,
Chicago, Ill.

The Cincinnati Butchers'
Supply Co.,
Cincinnati-Chicago

Hashers—By-Product Grinders

Williams builds a crusher or grinder for every packing house and rendering plant purpose. All embody the original Williams patented features including patented hammers which cut tough sinewy goods with less power, adjustable grinding plates to overcome wear and quicker adjustments and repairs. Describe your work and let us send data.

Williams Patent Crusher & Pulverizer Co.

2708 North 9th St.

Chicago

37 W. Van Buren St.

New York

15 Park Row

St. Louis, Mo.

San Francisco

415 8th Street



Williams
"Mogul"
Hasher for
green bones.

WILLIAMS
ORIGINAL PATENTEES AND WORLD'S LARGEST BUILDERS OF HAMMERMILLS
PATENT CRUSHERS GRINDERS SHREDDERS



Williams Tankage Grinder.

Armour's ANHYDROUS AMMONIA

QUALITY is the first consideration in buying Ammonia—

Next in importance is SERVICE.

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An Undeveloped Market for Meat Products

*Phenomenal Growth of Food Service
in Institutional Field Provides
Opportunity for the Meat Industry*

III — How to Sell the Institutional Market

Further development of meat sales in the institutional field is a matter worthy of consideration by packers desiring to widen their distribution.

When it is realized that 25 per cent of all meals eaten are served outside the home — either in boardinghouses, restaurants, clubs, on dining cars, or in other types of institutions—it can be seen that this market is worth cultivating.

Meat has its legitimate place in the diet, and it is the function of the meat industry to see that it is not displaced by other foods. If the meat industry is less active in this field than are other food manufacturers and purveyors, then meat consumption can be expected to suffer accordingly.

Requires Special Sales Effort

It is difficult for packers to sell the institutional field through the medium of their regular salesmen.

A sales executive well acquainted with this field, or whose principal task is to become acquainted with it, should be in charge of institutional sales in each company. And he must devote much thought to promoting sales in this field.

His first attention should be directed to scrupulously fair dealing.

There should be no rebates, and

prices charged should reflect the market accurately so far as grade and quality are concerned.

Up-to-date institutions use systems of cost accounting which indicate to them whether or not they are getting full value out of their meat purchases.

A meat concern casts serious reflection on itself if its employees are permitted to give rebates. This has been one of the fostering evils of meat merchandising, and it ought to be abolished.

Good Service Will Increase Trade

What is even more important is that this market get a good

enough value out of meat to encourage it to serve more. In addition to fair price and quality, the institutional market should be given service.

This service should be confined to good delivery, and to attention from the salesmen. There is an opportunity to teach even the experienced hotel and restaurant man new uses for meat.

So far the meat industry has given insufficient attention to the promotion of meat demand in the institutional field. Outstanding work has been done by the department of home economics of the Institute of American Meat Packers, but this is only a beginning, compared to what can be done.

What Field Study Showed

Needless to say, a field already utilizing approximately \$2,000,000,000 worth of meat is a huge field of endeavor. Some of the important considerations in serving this field were brought out in a study of the important factors in advertising and selling meat to the institutional field.

The price factor was found to be of first importance in public institutions and industrial restaurants.

Quick delivery was the most important factor in dealing with restaurants, steamships and dining cars.

Ease of preparation had the

To Get the Trade

How can all packers get their share of business in the institutional field?

Those having the greatest success in this field have been found to adopt the following methods:

1. Establish a special hotel or institutional department in the organization.
2. Develop a quantity recipe service.
3. Make a study of institutional meat problems.
4. Specialize on good service.
5. Sell quality on an honest basis.

Business in the institutional meat field is changing. With the establishment of food accounting systems it is possible for the packer to do business on a more legitimate and satisfactory basis.

IMPORTANT FACTORS IN ADVERTISING AND SELLING MEAT TO INSTITUTIONS

Key to Chart:

A—Very Important

B—Fairly Important

C—Considered

D—Not Considered

Hotels	C
Restaurants	B
Hospitals	B
Schools	B
Clubs	B
Institutions	A
Industrial Restaurants	A
Steamships	B
Dining Cars	C

Price Factor	Quick Delivery	Ease of Preparation	New Uses	Wholesomeness	Good Appearance	Ease of Storage	Quantity Recipes
Hotels	B	C	A	A	A	C	B
Restaurants	A	A	A	A	A	A	A
Hospitals	B	B	C	A	B	C	B
Schools	C	A	B	A	C	C	B
Clubs	B	C	C	C	A	C	B
Institutions	C	A	D	C	D	D	C
Industrial Restaurants	A	C	C	C	C	C	C
Steamships	A	B	C	C	C	A	D
Dining Cars	A	A	C	C	B	A	C

greatest appeal in some types of restaurants, schools, certain institutions, industrial restaurants and on dining cars.

New uses of meat were anxiously sought by hotels and restaurants.

The wholesomeness of meat was considered of prime importance in hotels, restaurants, hospitals and schools.

All of these matters are discussed in the following article by an expert in this field. This article is the third in a series entitled "An Undeveloped Market for Meat Products." The first appeared in THE NATIONAL PROVISIONER of October 13, 1928; the second was published in the issue of November 17.

Organizing to Sell the Institutional Market

By J. O. DAHL.

Director, Institutional Food Bureau.

A recent analysis, made for the quantity food service section of the "Encyclopaedia Britannica," shows that it is altogether probable that 25 per cent of all the food served in the United States is served outside of private families.

This so-called institutional field consumes several billion dollars worth of meat annually.

Much of this—especially in boarding houses, schools, and hospitals and industrial cafeterias—is purchased from local butchers and even from farmers. Small town institutions buy from the same outlets.

Packer vs. Wholesaler.

But hotels, hospitals, clubs and the better restaurants deal direct with packers and wholesale meat houses.

Replies to letters and information gathered from personal interviews show that 60 per cent of the purchases are made from wholesale meat houses and 40 per cent from packers. Many replies show that hams, bacons, lard, sausage, etc., may be purchased from the packer direct, while at the same

time fresh meats are purchased from wholesale meat houses.

This practice is still more general in the smaller institutions. In fact, it is difficult to find an institution of any kind that is not using one or more of the products packed by one of the leading meat companies.

Haphazard Way of Trading.

Much of this buying has been as haphazard as the selling by those who should be most interested.

Unfortunately, there are only a few packers who get their share of this large market. Those who get it follow closely the following outline of organization:

1. A special hotel or institutional department.
2. Quantity recipe service.
3. Make a study of institutional problems.
4. Specialize on good service.
5. Sell quality on an honest basis.

Needs Special Sales Force.

The manager of the institutional department might logically be selected from the present sales force. He should be interested in research, because in this field he will find countless details that must be solved. He should understand advertising and sales promotion—very important parts of the selling campaign.

He must know conditions in the institutional field. Buying factors and sales factors differ, even from the charts used to illustrate this article.

A manager with public speaking ability will find ample opportunity to make use of it, because in hotels, restaurants, clubs and hospitals there are numerous associations at which he can talk. Schools of quantity cooking offer another opportunity along this line.

A quantity recipe service is valuable. Such companies as the Post Products Company, Gumpert and Company, Fleishman, Beechnut Packing Company and numerous others find that this service is an excellent good will builder.

That hotel and restaurant men and

women want recipes is proved by the returns from a page offer in a recent issue of "Hotel Management" and "Restaurant Management" magazines. A single page brought requests for over 3,000 recipe books.

Losses Due to Buying Graft.

Two interesting indications of a trend took place several months ago:

1. A large New York club was losing so much money that they decided to call in a leading firm of food cost accountants. They found that the food cost was entirely too high, and that most of it could be attributed to meats and dairy products.

Further study proved that the steward was grafting. As a result he lost his job, and all food companies from whom he had been buying can no longer sell to this club.

2. In another case an old-time steward was replaced by a young man who is strictly honest.

The first day on the job a meat salesman called with an offer to give him 5 per cent of the gross purchases. He got in touch with the manager, who told him to accept everything for a month, and at the same time to keep an accurate record of the companies who tried to buy business.

In a month's time he had received over \$700 from meat, butter and egg companies. They tried to send him inferior quality and short weight, but he turned such orders back immediately. At the end of the month the manager returned all the graft, and notified each company that they could no longer get a part of the hotel business.

High Prices Due to Rebate System.

Some time ago I discussed this with a group of managers. Most of them agreed that prices must be too high, because the man who does not accept graft has to pay the same as he who does.

In at least one case that I know of the owner-manager gets all the graft money from the steward, and it is credited to the food purchases. This owner told me that if they did not take it they would lose just that much.

Next I discussed the subject with a prominent food cost accountant. He said: "Graft is passing out very rapidly. The new type of steward won't touch it, and the old type can't beat our system of food cost control. We know what he should get from a carcass and we know what the prices should be. They are checked by our men every day."

They Now Figure Food Costs.

As an indication of this I am reproducing a list of the working materials that are obtained from a half steer weighing 527½ pounds:

50½ lbs. bones.—Soup stock, marrow.
 108½ lbs. suet.—Rendering.
 56½ lbs. trimmings.—Consomme, etc.
 9½ lbs. small cuts.—Stews, hamburger, etc.
 67 lbs. large cuts round.—Plain steaks, pot roasts, club steaks, etc.
 33 lbs. rib net.—Roast rib of beef, rib steaks.
 15½ lbs. sirloin.—Sirloin steaks.
 5½ lbs. tenderloins.—Tenderloin steaks.
 1½ lbs. kidney.—Stews, etc.
 102 lbs. inferior cuts.—Corned beef, flank steaks, hamburger, boiling meat, stews, etc.
 77½ lbs. short ribs.—Boiling, baking, etc.

Another table by J. J. Kahler illustrates what happens when the hotel butcher cuts up a 60 or 65 pound loin:

HOTEL TEST ON YIELDS AND COSTS OF BEEF LOIN

2 porterhouses @ 1½ lbs. each,	2½ lbs. @ 24c.....	\$.60
6 T bones @ 1½ lbs. each,	7½ lbs. @ 24c.....	1.80
6 sirloins @ 1 lbs. each,	6 lbs. @ 24c.....	1.44
2 rib steaks @ 1 lb. each,	2 lbs. @ 24c.....	.48
6 top sirloins @ 1½ lbs each,	7½ lbs. @ 24c.....	1.80
6 small steaks @ ½ lb. each,	3 lbs. @ 24c.....	.72
3 top tenders @ 1 lb. each,	3 lbs. @ 24c.....	.72
Loin butt for pot roast, etc.	25 lbs. @ 24c.....	6.00
Waste and trimmings	5 lbs. @ 24c.....	1.20
	61½ lbs. @ 24c.....	\$14.76

NOTE—These figures are based on prices prevalent when this article was written, and may vary on publication.

Transferring these figures to a profit and loss sheet:

2 porterhouses @ \$.60 served at \$1.00 ea.....	\$ 2.00
6 T bones @ 1.80 served at 1.00 ea.....	6.00
6 sirloins @ 1.44 served at .90 ea.....	5.40
2 rib steaks @ .48 served at .70 ea.....	1.40
6 top sirloins @ 1.80 served at 1.00 ea.....	6.00
6 small steaks @ .72 served at .50 ea.....	3.00
3 tenderloins @ .72 served at 1.00 ea.....	3.00
Loin butt @ 6.00 30 portions .40 ea.....	12.00
Waste @ 1.20 loss .....	.....
	\$14.76
Plus 30 per cent cost 4.43 cost of food preparation	\$38.80
	19.19

Gross profit\$19.61

factors that make institutional selling more desirable each year.

The most effective ways to merchandise meat and meat products to these buyers will be given detailed consideration in the next article of this series.

TRENDS IN MEAT PACKAGING.

"More than three hundred meat packers in all parts of the country have now adopted Cellophane as a standard bacon package wrap," states O. F. Benz, sales director of the Du Pont Cellophane Company.

"The increase in the use of this transparent wrapping in the meat industry has been one of the extraordinary developments of the past year," said Mr. Benz. "Three years ago there were only a few scattered packers using it. Today some three hundred and twenty have adopted it on bacon.

"From bacon it has spread to a number of other meat items, including sausage, frankfurters, scrapple, dried beef, ham butts, meat loaves, shoulders, salami, and even whole baked hams.

"A recent survey of the meat industry showed that the trend toward transparent wrapped meat packages is a reflection of the demand on the part of the buying public to see the merchandise they buy. Another factor appears to be the value of display on the dealers' counters in all types of stores. When this problem is considered complete protection, of course, is necessary together with transparency."

Mr. Benz also stated that indications at the present time are that there will be a very large increase during the coming year in the use of this transparent material in the meat products industry.



HERE IS PROOF THAT THE GROUNDS OF A PACKING PLANT CAN BE MADE ATTRACTIVE.

View of the grounds of the Albert Lea Packing Co., Albert Lea, Minn., of which W. W. Bowers is general manager.

The foreground was formerly a dumping ground for cinders. But Superintendent Basing converted it into a landscaped lawn and flower garden, with fountain in the foreground. And the fountain basin contains pike, bass and other fish caught by Mr. Basing and transferred to his private pond.

Packers' Traffic Problems

Items under this head cover matters of general and particular interest to the meat and allied industries in connection with traffic and transportation problems, rate hearings and decisions, etc. Further information on these subjects may be obtained by writing to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill.

Dead and Cripple Claims

Another packer has been having trouble collecting in full for dead and crippled animals. These animals came from an established market, yet the railroad claim agent refused to pay in full, saying that the animals were overheated in loading, but declining to accept carrier liability.

This packer writes as follows regarding this controversy:

Editor The National Provisioner:

We have read with interest the various articles in your paper regarding claims for losses on shipments of livestock.

We recently had a shipment of three cars of cattle from one of the river markets, which reached us with two dead and three cripples in the shipment, on which we suffered a total loss of \$226.49. The railroad refuses to pay us more than \$140.00.

In their last letter they say that such cases as this do not command 100 per cent settlement. The animals becoming heated in the process of loading had as much to do with the damage as did any other factor, but they do not agree that it is a liability of carriers.

This is in direct conflict with one of your articles wherein the statement is made that the loading operation is made by paid agents of the carriers.

What have you to suggest?

No further evidence is needed to enable this packer to definitely place responsibility on the railroad for his loss on these cattle.

If, as the claim agent said, the ani-

imals were heated in loading, then it must be evident that whoever performed this loading service did not use the protection essential to their proper handling.

At the market from which these animals were shipped the loading is performed by the stockyard company for the account of the carriers, and the carriers pay the stockyard company a stated charge per car for that service.

Prior to 1920 the unloading had been assumed by the carriers merely as a common law custom. In 1920 the Interstate Commerce Act was amended, making it the statutory obligation of the carriers to load and unload all ordinary livestock at public markets.

Railroad Is Responsible.

Therefore, in this particular case the railroad company must be responsible, and must respond for damages chargeable to the failure of their agents to perform their duties properly, for which they are paid.

This packer should insist upon full settlement for the value of the two animals that were found dead, and for the depreciated value of the three cripples.

If settlement can not be arranged, it would seem that suit should be instituted. It is doubtful if any well-grounded legal department of a common carrier with a knowledge of the law would permit such a case to come to trial.

Packers who are not collecting their just due from the railroads on claims for livestock injured or killed in transit, losses due to shrinkage, etc., are invited to write THE NATIONAL PROVISIONER, stating the facts in full.

Copies of the complete series of articles on "Livestock Shipping Losses" may be had on application to The NATIONAL PROVISIONER, Old Colony Bldg., Chicago.

Meat and Livestock Situation from the Packers' Standpoint

Meat production and consumption during 1928 were approximately the same as during 1927, according to an annual review of the live stock and meat situation issued by the Institute of American Meat Packers, through President Wm. Whitfield Woods.

"The production of beef and veal during the year was about 10 per cent smaller than the production in 1927, but this reduction practically was offset by an increase in the production of pork and lard," Mr. Woods stated. "Production of lamb and mutton increased slightly."

"The volume of meat and meat products exported during the year was somewhat greater than in 1927, but the total value of products exported was

below the total for last year. Nearly one and one quarter billions of pounds of product were exported, the value exceeding \$160,000,000."

The Livestock Situation.

Referring to live stock production, the Institute's president said:

"Farmers who had cattle to market received relatively high prices in every month of the year. The average price for cattle at Chicago was higher in each of the first ten months than in the same months of 1927, and practically as high in the closing months.

"The higher price levels were due to the continued shortage of beef cattle. The number of cattle dressed under Federal inspection during the first 10 months of this year was 16 per cent

smaller than the number dressed during the same period of 1926, and 10 per cent below the number dressed during the same months of 1927. The high prices paid for cattle made profitable marketing of beef difficult, if not impossible.

"Prices to the consumer were very high, and the packer's net margin either scant or lacking.

"Producers of sheep received higher prices in nine months of the year than they received in the same months of last year.

Pork Supplies and Prices.

"Prices of hogs were relatively low during the first four months of the year and during the last two months, because of unusually heavy marketings during those months, but prices in the late spring and summer were on a considerably higher price level."

In speaking of meat prices, Mr. Woods stated: "Prices of fresh pork cuts have declined more than 50 per cent at wholesale from the prices which prevailed during the early part of September. This decline is a result of the heavier marketings of hogs during recent weeks. Prices of smoked pork products also are somewhat lower than they were in the early fall. Wholesale prices of beef have declined slightly during the last few months.

"Wholesale prices of fresh meats are practically the same in all cases as they were a year ago, the greatest difference being only about one cent per pound. Prices of most smoked meats are somewhat higher than at this time last year, when smoked pork products were selling at unusually low levels. Fancy bacon, however, is wholesaling 14 per cent below the price prevailing at this time in 1927."

Packers Had a Good Year.

"The year just closing has been fairly satisfactory for the packing industry, in general," Mr. Woods added, "and has been markedly better than 1927. Earnings for the fiscal year ending in October exceeded those for last year, no doubt, but were curtailed somewhat by the fact that the usual seasonal increase in hog marketings and decrease in values occurred earlier than ordinarily, and this affected larger inventories than might otherwise have been the case.

"Although the general level of cattle and beef prices was relatively high during the year, as a result of the decrease in cattle production, the beef trade was disappointing for the packer and any profits on the beef business were meager at the best.

"No important change in the supply of meat during 1929 is indicated. According to reports issued by the U. S. Department of Agriculture, the supply of beef cattle will continue to be relatively small, and no great change is probable in the supply of hogs or sheep and lambs.

"For the business as a whole the outlook for 1929 is fairly promising. If present business conditions continue, as most business men believe they will, the meat packing industry should have a relatively satisfactory year."

Why Packer Must Learn to Buy Pork—Not Hogs!

Evils of Guessing System In Buying Run Clear Through to Packer Salesman Even the Producer is Not Benefited

For some years a group of hog producers in Ohio have been selling their hogs to packers on the basis of yield.

The hogs sold are guaranteed to yield a certain percentage. If they fall short of this, the producer takes less for his hogs. If they exceed the guaranteed yield, the producer is paid a premium.

This method of marketing hogs has been found to be highly satisfactory both to producer and packer.

Producers like to sell their hogs under this guarantee, as they know just what they will get for them before they leave their farms. Packers like to buy hogs under this system, as they know they are going to get a standardized product.

Paid Alike for Good and Poor

Out in Austin, Minn., a test was run recently at the plant of Geo. A. Hormel & Co. on a lot of 86 hogs, bought from a number of individual producers. The hogs were carefully graded by the packer buyer, unusual care perhaps being exercised, as he knew a test would be run on the yield of each hog.

Cutting tests showed a variation in these hogs from the poorest to the best of 14 per cent. The same price was paid for all.

That meant that too much money was paid for the poor hogs, and too little for the good hogs.

Figuring this out in dollars and cents, it was found that from 8c to 63c per hundredweight too much was paid for the poor yielding hogs, and from 5c to 53c per hundredweight too little was paid for the good yielding hogs.

Premiums and Penalties

It would seem desirable, therefore, that a means be found by which the man who produced really good hogs would be paid for them, and the man too ignorant or too indifferent to produce good hogs would be penalized.

As a result of this and similar experiments, Jay C. Hormel, vice-

president of Geo. A. Hormel & Co., suggested—in a discussion of this subject before the Iowa Co-operative Livestock Shippers—that the cooperatives work with the packers in the making of tests.

Through such cooperation it will eventually be possible

To return to each producer the premium the quality of his livestock commands;

To raise the average quality of hogs, and therefore the average price;

To market hogs in an orderly fashion, and thus avoid the disastrous breaks in the market; and

To establish a standard by which the farmer can market his hogs to the profit of himself and the packer.

Mr. Hormel's suggestion has so much of fundamental value as a contribution to the solution of what has been such a serious problem to both livestock producers and meat packers that his talk is here reproduced in full.

Buy Hogs On Yield Basis

By Jay C. Hormel

Most producers would not care to sell their hogs to a buyer who did not have a scale on which to weigh the hogs.



JAY C. HORMEL.

Yet, under the present system, the ability of a producer or a packer buyer to correctly grade a hog is less accurate than his ability to guess its weight.

The following figures are based on eighty-six hogs brought to market by thirteen producers.

All of these hogs were graded by the same man on the same day. This grader knew that these hogs were being run through as a special test, and he was probably more careful than usual.

Wide Difference in Values.

Nevertheless, out of eighty-six hogs which all graded alike alive at the yards, the difference in yield between the best lot and the poorest lot was 9.35 per cent. The difference between the best individual hog and the poorest individual hog was 14 per cent.

As I say, this is in spite of the fact that the very competent buyer who was doing this grading knew that this was a test lot, and was being unusually careful and taking an unusual amount of time in an effort to make his grading accurate.

Certainly, any competent hog buyer could guess weights more accurately than, in this case, a good man was able to guess yield.

Every packer runs what he calls his "hog tests." That is to say, he averages all the hogs he receives and averages the value of the cuts from these hogs, and the price of live hogs any given day is the average of opinion of all packers as to what the average of all hogs of a given grade will yield in money.

Packer Buyer a Poor Guesser

Knowing that the price established is but an average, and knowing that the packer is running a cutting test to check up his buyers, the average packer's hog buyer of necessity tries to guess on the safe side.

As a matter of fact, this attitude on the part of the buyer does not cost the producer a thing. Indeed, the average buyer is such a poor guesser, and is forced by competition to so compete with other packers' guessers, that when a day or a week has passed the average price for all hogs has been fair in relation to the market.

However, this attitude has been tremendously expensive to the packer,

because it has cost him the confidence of producers.

Fair Known Price Is Desirable.

Insofar as we can discover a means of measuring accurately the value of a given animal, this idea of "trading" can be eliminated, and the buying and selling of hogs can take its dignified place in commerce on the basis of a fair known price for a definite quality of merchandise.

Inasmuch as our present system of grading hogs permits the same price for animals which are actually 14 per cent different in value, we have practically divided producers into two classes:

First, those who are being underpaid.

Second, those who are being overpaid.

The thirteen lots of hogs in the test which was made at our plant were all graded alike, and all lots therefore brought the same price.

Packers Buy Meat, Not Hogs.

Now, as a matter of fact, no packer is in the business of buying hogs. He is buying ham and bacon and other cuts on the hoof. Therefore, when these thirteen lots of hogs were priced as ham and bacon and other cuts, and when the value of these cuts was reduced to a live hog basis, it was found that no one of the thirteen producers had delivered hogs worth exactly what he was paid.

The price on that particular day was \$8.35 per hundredweight. Now, \$8.35 per hundredweight purports to be our opinion of the average yield on the good hogs on that day. That is to say, figuring the average yield on the good hogs that we killed, \$8.35 would be a fair average price that day.

You will remember that our grader knew he was grading a test lot and that he was, therefore, unusually careful. This is borne out by the fact that he bought these eighty-six hogs \$4.29 cheaper than our average. In other words, he graded 5 cents per hog closer than the average for all the good hogs the company buys.

This would seem to support the general fairness of the present method of grading. However, let us see what it means to the individual producers:

What the Tests Revealed.

On six hogs, producer No. 1 received 63 cents per hundredweight more than he should have.

On seven hogs, producer No. 2 received 23 cents per hundredweight more than he should have.

On fifteen hogs, producer No. 3 received 14 cents per hundredweight more than he should have.

On seven hogs, producer No. 4 received 8 cents per hundredweight more than he should have.

On twelve hogs, producer No. 5 received 5 cents per hundredweight less than he should have.

On one hog, producer No. 6 received

Poor Pork Doesn't Pay

Good yielding hogs make good product.

Poor yielding hogs—underfed and under-quality animals—produce thin, undesirable bacon, scrawny hams and watery, poor-colored pork loins.

These off-quality cuts are believed to be the source of many of the packer's troubles.

More time is spent in selling and in settling claims for 100 lbs. of poor quality cuts than in making the sale of 1,000 lbs. of desirable meat.

Poor quality meats increase selling expense, they move slowly, and otherwise occasion unwarranted expense.

Much of this would be obviated if the general average quality of hogs received at the packing-houses was raised.

At the same time, if hogs were sold on the basis of yield and quality the producer would be paid for the product he actually sends to the packinghouse.

In other words, the packer should buy meat, not hogs.

6 cents per hundredweight less than he should have.

On four hogs, producer No. 7 received 8 cents per hundredweight less than he should have.

On eleven hogs, producer No. 8 received 10 cents per hundredweight less than he should have.

On seven hogs, producer No. 9 received 33 cents per hundredweight less than he should have.

On one hog, producer No. 10 received 40 cents per hundredweight less than he should have.

On two hogs, producer No. 11 received 44 cents per hundredweight less than he should have.

On seven hogs, producer No. 12 received 46 cents per hundredweight less than he should have.

On six hogs, producer No. 13 received 53 cents per hundredweight less than he should have.

A Premium for Quality.

Now, it may be that there is some good reason why producer No. 1 can afford to produce a poor hog and take a poorer price than producers No. 10, 11 and 12.

However, if the premium for quality could actually be paid to the producer whose hogs yield the most pounds of meat per hundredweight of live hog, the producer of poor yielding animals would probably soon take steps to improve the quality of his own hogs.

In fact, we have another test which would seem to indicate that such would be the case.

Taking 121 hogs at random, we find that eight of them yielded less than 63 per cent net meat on the packer's cutting floor, and that 113 yielded 63 per cent or more. That simply means that

the producer has learned that if he produces less than 63 per cent net meat on the cutting floor, his hogs, under the present method, will be severely docked.

Can Be Made to Yield Well.

Now, this test shows that hogs can be made to yield as high as 73 per cent net to the cutting floor. The fact that most of the hogs in this test yielded around 67 per cent and 68 per cent indicates that the producer has learned that, although a hog must yield more than 63 per cent, he gets no premium for having the hog yield more than 63 per cent.

There is another important side to the question. Poor grading, which means taking into a packing house underfed and under-quality animals, results in the accumulation of thin, undesirable bacon, of tough, scrawny hams, of watery, poor-colored pork loins.

These off-quality cuts are the source of most of the packer's salesman's troubles. He has to spend more time selling and settling claims for 100 pounds of off-quality product than he does in making the sale of 1,000 pounds of good, desirable meat.

Trouble for Packer Salesmen.

Thus, the selling expense caused by poor quality is a terrible penalty on the entire livestock and packing industries.

In addition, these poor quality products are always slow to sell, in spite of the extra effort which is put behind them. That means that they are stored and moved and otherwise made the occasion of unwarranted expense.

The cost of under-quality product is a tremendous factor in the unsatisfactory price the producer is getting for livestock today.

From the figures quoted, it becomes evident that the present method of grading hogs on the basis of an average price for every grade is forcing the producer to sell his product for at least 40 cents per hundredweight less than the true value of the quality which producers can attain.

Likewise, the figures already quoted indicate that the producer has in the past adjusted himself to the demands of the market which he is serving; that he has learned what quality of hogs will command the premiums which are now offered, and that he has been able to produce the bulk of his hogs according to those demands.

Would Improve If Paid for It.

Therefore, we can only assume that the producer would quickly improve the quality of his hogs if a means could be found of paying to him, as an individual, the full value of the quality of product that he, himself, produces.

If livestock shippers will cooperate in the making of tests and experiments,

(Continued on page 32.)

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Lamb Trade Prospects

Present indications point to a supply of fed lambs available through the winter and early spring months about equal to that of a year ago. Earlier estimates indicated that the supply would be less, but the movement of feeder lambs through stockyards and direct during November have brought the total up to that of a year ago.

The increased Corn Belt movement this year is largely in the states west of the Mississippi, the number of lambs for feed going into this area in the past five months being the largest in nearly ten years. East of the river the movement is larger than it was last year, but considerably below average.

Nebraska has always been a large lamb feeding state, but this year the number on feed is believed to be a record. Colorado is expected to contribute some 300,000 fewer fed lambs this year than last and the total reduction in the western states is some 350,000 head. This is the way the U. S.

Department of Agriculture sums up the lamb feeding situation.

It means that there will be a good supply of grain fed lambs for the packer and retail trade. The intensive educational work done by the National Livestock and Meat Board in more practical methods of breaking up these larger lamb carcasses should aid materially in moving the crop at a profit to the meat industry and the feeder.

Keeping Plants Efficient

Production costs can be lowered, waste reduced and the quality of products bettered only by taking advantage of all facilities to these ends.

Many a packer is handicapping himself and hampering the growth of his business because he is reluctant to permit innovations to come into his plant. He sees and learns of new and improved equipment and methods, and either ignores them for the time being, or assumes an over-cautious attitude.

Finally, when he makes up his mind—perhaps two or three years later—to use the machines or the methods, others have outstripped him.

He is always on the edge of having an efficient plant, and being in a position to produce economically, but he never quite reaches that stage. He is always a step or two behind.

Any machine, method or process that seems to offer opportunities for bringing about improvement in plant efficiency is worthy of careful consideration by the meat packer who is trying to get the most out of his business. And if this investigation shows that the machine or method, when installed, will reduce costs enough to pay a fair interest on the investment and leave a profit, there is no logical reason why it should not be used.

This is a changing world, and the packer must change with it. Business is not done today as it was a few years ago. Competition in all lines of industry and between industries is becoming more severe, and there are no indications that the situation is going to change very materially in the near future. The best in equipment, methods, supplies and merchandising methods are more necessary today than ever before.

Putting Over Packages

The first thing for the packer to do who is putting a product on the market in a package or wrapping—after he has selected the best package—is to decide on a standard of quality for that product, and to maintain that quality regardless. His next task is to convince the consumer of the quality of the product, and the convenience of buying it in the new form.

This means advertising—newspaper, billboard, car cards, direct, dealer helps, etc. It means doing the job thoroughly and intensively. And this advertising must be of the type that not only will convince the housewife of the goodness of the product, but will create in her mind the desire to try it.

Once she has purchased the product and found it is all that is claimed for it, the battle is won. Once her reluctance to buy "on sight unseen" has been overcome, the convenience and the healthfulness of buying in this form will lead her to continue doing so.

But—and this fact is important—once the label, trade-mark or name of the product is associated in her mind with a particular grade or quality, she will always expect to receive that quality. Any variation from it is sure to mean the loss of her patronage.

The practice of packaging meats and meat products will continue to grow, regardless of the fact that some few packers do not see the need for it. It is a convenience to the consumer, a cleanly and a sanitary way of getting important food products to consumers, and in line with modern merchandising.

The housewife does not hesitate to call her grocer and order him to send her a one-pound package of her favorite coffee, prunes, crackers or sugar. The quality of the particular food pleases her, and she knows it does not vary, whether she buys in New York, Chicago or San Francisco.

The right kind of package—backed by advertising and right merchandising methods—will build up this same confidence in her mind regarding ham, bacon, lard or even fresh cuts. The theory of packages for meats is not wrong. If a packer is not able to put it over, either his is a peculiar and unusual situation, or else he needs to check up on his methods.

Practical Points for the Trade

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Sausage Cooler Trouble

A sausage manufacturer asks for some information on the way to secure good results in his storage cooler. He says:

Editor The National Provisioner:

Will you give me some pointers on a storage cooler for sausage? Can the finished product be put in the same cooler where the fresh meats are? What should the cooler temperature be to get best results?

Can a fan be used in the cooler to advantage? Storing our finished product furnishes us a lot of problems, and we are anxious to get the right kind of cooler conditions.

Wherever sausage is manufactured it is desirable to have a cooler for the raw meat and another cooler independent of this for the finished product.

The storage cooler for raw meats should be supplied with enough refrigeration to maintain a temperature of 34 to 36 degs. The cooler for the finished product should carry about 45 degs. temperature.

Coolers for finished fresh sausage present one of the most difficult problems in the sausage industry. Condensation and wrinkling must be avoided.

Dryness and air motion are the ordinary specifics for condensation ills. High humidity and avoidance of draft on the product are the usual remedies for wrinkling troubles. They furnish the two horns of the dilemma.

Chief Trouble in Sausage Storage.

There is one very common source of trouble in finished sausage rooms. That is, the introduction of warm product.

Some of the best refrigeration experts are of the opinion that all sausage after showering should be thoroughly pre-chilled, either in a special cooler for the purpose or, in the case of small plants, by placing it in the raw meat cooler until the product has been cooled to the temperature at which it is held in the finished sausage cooler.

Otherwise the invisible vapor which is continually emitted during the period of cooling rises in a column and condenses on the cold ceiling. It also diffuses laterally where it condenses on product already chilled.

The other source of moisture is air infiltration through holes in the ceilings, floors and walls, ill-fitting doors, poor insulation and door opening for transaction of business.

Don't Let the Moisture In.

It is difficult at best to handle moisture arising from these latter sources without complicating matters by the

addition of moisture from the product.

Stated briefly, the moisture evil in the finished product cooler should be fought at its source with prevention measures, rather than with means to absorb it once it enters.

Sausage coolers have been maintained with a humidity of 88 to 90 per cent, no condensation anywhere, and without the use of fans. These coolers were refrigerated with direct-expansion coils. All the product was thoroughly pre-chilled and no doors opened directly to the outside. As a result there was practically no moisture to contend with.

Such perfection is not often attainable for a good many reasons, but such coolers illustrate what can be done.

In the past the use of a rotary fan, to blow through the brine coils of the raw meat cooler and into the cold air ducts, and supply the cooler for the finished product with dry cold air, was thought to be a good layout. It was believed that product would keep much better under these conditions than with direct expansion coils. At the same time there was believed to be considerable advantage in having the fan operating in the raw meat cooler, as it would leave moisture there and give better results.

Fans Not Always Advisable.

It is now realized that the use of a fan for delivering air from the coils in the raw meat cooler to the sausage cooler might be suitable for some installations. But in general means for varying the air volume are essential, and care must be exercised in distributing the air.

The zone in which active air movement is necessary is right at the ceiling, in order to prevent the accumulation and stratification of the moisture-laden warm air which enters the cooler through uncontrolled or uncontrollable sources.

Draft on the product must be rigorously avoided. Thus if a fan is used the amount of cool air blown in by the fan must not be so great as to unduly agitate the air in the region where the product is hanging.

Brine spray refrigeration, whether of the inductive type or the fan blast system, is said to offer an advantage over a combination of fan and coils, because the brine has an affinity for moisture over and above its condensing power due to temperature. Its capacity to do this is not affected by frost accumulation on the cooling surfaces, as is the case with coils.

STEAM HEATING FORMULA.

By W. F. Schaphorst, M.E.

Here is a simple formula that gives surprisingly accurate results for the determination of steam necessary for heating a building:

$$S=.001 (70-t) V.$$

Where

S=pounds of steam per day;
T=outside temperature in degrees F.;

V=total volume to be heated in cubic feet.

While it is true that the figures relate to office buildings, there seems to be no reason why they should not apply equally well to almost any other type of building used for housing human beings. The committee stated:

"In order to know how much it is possible to cut down heating expense," "it should be determined first what the standard or proper consumption is. This, of course, will vary somewhat with the type of construction, exposure and design of system, but relatively these points are much less important than the manner of operation.

For example, how much steam will be required to heat a building 200 ft. long by 100 ft. wide by 50 ft. high when the outside temperature is 10 degs. F?

Solution:

$$200 \times 100 \times 50 = 1,000,000 \text{ cu. ft.}$$

$$S=.001 (70-10) 1,000,000=60,000 \text{ pounds of steam per day.}$$

Sausage Spoilage

Do you have trouble with the color of your sausage?

Does it show green rings or gray spots?

Mould IN sausage is caused by poor materials or careless handling. Mould ON sausage is a surface condition and can be prevented by proper handling.

THE NATIONAL PROVISIONER has made a reprint of its information on "Sausage Spoilage." It may be had by subscribers by filling out and sending in the following coupon, accompanied by a 2c stamp.

The National Provisioner:

Old Colony Bldg., Chicago, Ill.

Please send me reprint on "Sausage Spoilage."

Name

Street

City

Enclosed find a 2c stamp.

Handling Raw Tripe

How is raw trip handled? How is it cooked? A Western cattle slaughterer asks. He says:

Editor The National Provisioner:

We recall having seen in the THE NATIONAL PROVISIONER the right way to clean tripe, but do not have this data at hand.* Can you tell us just how to handle raw tripe? Also how it should be cooked?

In the preparation of tripe, the first step is to free the paunch of its contents. Then wash it on an umbrella spray and scrub with brushes. The inedible pieces are trimmed off as well as any fat, which may be used for oleo if this product is made; if not, for tallow.

The fresh tripe is then put into a rotary tripe washer and agitated in hot water at a temperature of not over 140 degs. F. A small amount of soda is added to this water to remove the scurf and whiten the tripe.

After removing from this washer any excess scurf or mucous membrane remaining is removed by scrapers.

The tripe may then be cooked in a sheet steel or wooden vat cooker at a scalding temperature for about three hours, care being taken that the steam does not come in direct contact with the tripe.

To test when it is done, place the finger through the heavy seams of the tripe, and if it is soft the tripe is done. Cold water is then turned on, and when it is chilled the tripe is ready for the finishers.

The man finishing this product should be careful not to throw away good pieces of tripe. He should also be careful not to waste it by trimming too wide. One-fourth inch trim is sufficient.

After finishing, the tripe should be carefully inspected for quality and cleanliness, then put into ice water and thoroughly chilled before pickling. Or, it may be used fresh in the manufacture of certain of the less expensive sausages.

*EDITOR'S NOTE.—Why not keep a scrap book of clippings from THE NATIONAL PROVISIONER?

Making Neatsfoot Oil

An Eastern renderer wants to know how to make neatsfoot oil. He says:

Editor The National Provisioner:

We have read with interest the various comments and suggestions you have made to packers and renderers with relation to problems in their business, and in that connection we would appreciate it if you would advise us of the modern method of manufacturing neatsfoot oil.

A simple and inexpensive method of making neatsfoot oil is as follows: First be sure that the cattle feet are strictly fresh, and to remove all blood and dirt from them.

Then boil the feet in an open kettle with open steam connections until all the oil has been cooked out and floats on top of the water.

Skim off any floaters or particles that may be floating on top of the oil.

Then draw off the oil into another open kettle, preferably a steam jacketed kettle or tank. Bring the temperature of the oil to 185 to 195 degs. F.

To each 100 lbs. of oil add about 1½ oz. of bicarbonate of soda, thoroughly dissolved in two or three gallons of water. Agitate or stir the oil and water thoroughly and bring the contents of the kettle to a boil.

Skim off any impurities that may come to the surface.

Then shut off the steam and allow the kettle to settle for two or three hours. The oil then may be skimmed or siphoned off the top of the water.

This product should be a pure sweet neatsfoot oil of good quality.

Instead of the above method, the oil may be agitated in a kettle with air to exclude moisture, treated with a cheap grade of fuller's earth and run through a filter press. But, as a rule, this is unnecessary if the product is fresh and clean to start with, and the operator watches details closely.

Do you use this page to get your questions answered?

Souse, Scrapple, Head Cheese

Three popular standbys of the packer and sausage-maker are souse or sulze, head cheese and scrapple.

If properly made they meet a ready sale in season, and provide a good outlet for your edible by-products.

Complete directions for preparing each of these have been prepared by THE NATIONAL PROVISIONER, and may be had by subscribers by sending in the attached coupon, together with a 2 cent stamp for each one desired.

The National Provisioner,
Old Colony Bldg., Chicago, Ill.

Please send me directions for making souse, scrapple, head cheese.

(Cross out ones not wanted.)

Name

Street

City

Enclosed find stamps.

Points of Law for the Trade

Legal information on matters affecting your daily business that may save you money.

WHEN A CHECK IS TENDERED.

"You owe me \$600," the packer averred.

"Four hundred dollars is the correct amount," the butcher retorted, and placed a check for that amount on the packer's desk. "I'm willing to pay what I legally owe you, but not a cent more, and I'm making a tender to you right now."

"I'll not accept a cent less than the \$600 that you owe me, and you can 'tender' till you're black in the face," the packer retorted, handed back the check, the butcher departed. Inside of twenty-four hours, the packer sued for \$600.

"Four hundred dollars is all we owe, and my client tendered that amount before the suit was brought," the retailer's lawyer contended, when the case came to trial.

"No legal tender was ever made to us," the packer's attorney retorted. "A tender can only be made by producing and offering the actual cash."

"I'll admit that, for the sake of argument," the retailer's lawyer retorted, "but, in order to get the benefit of the objection, the creditor must object to the form of the tender at the time it is made. A creditor cannot object to a tender by check, without raising the point, and then get the benefit of it on the trial."

"It is also objected that the tender of certified checks was not a valid legal tender within the meaning of the law. It is true that it was not a legal tender in money, but it has been frequently held that objection to the medium in which the tender is made may be waived. If no objection is made on the ground that it is not lawful money, a certificate of deposit is a sufficient tender.

"So, too, if a check be tendered by a debtor who has sufficient money in bank to pay it, and the creditor refuses to receive it for some other reason, but not because it is a check, the tender is valid," said the Pennsylvania Supreme Court, in ruling in the retailer's favor, and the general weight of authority in the American Courts is to the same effect. In fact, Connecticut appears to be the only state in which a different rule prevails.

What precautions should be observed in cooking blood? Ask "The Packer's Encyclopedia," the "blue book" of the meat packing industry.

THE CASING HOUSE

*We Wish You a Happy
and Prosperous
New Year*

BERTH. LEVI & Co. Inc.
ESTABLISHED 1882

**NEW YORK
BUENOS AIRES**

**CHICAGO
HAMBURG**

**LONDON
WELLINGTON**

A Page for the Packer Salesman

Increasing Your Sales

Salesmen Can Help Themselves by Aiding Retailers

No man can know all there is to know about conducting a retail meat business. No matter how clever he may be, there will be in use in other stores good ideas for increasing turnover and profits that never have occurred to him.

Meat salesmen, because they are in such close touch with retailers, are in a position to be of immense benefit to them and to the meat industry as a whole.

By acting as a clearing house for information, whereby good merchandising ideas are gathered and distributed, much can be done to better retail merchandising methods and increase the profits of retail meat stores. This, of course, would be reflected in greater prosperity for the meat industry generally.

In a letter to THE NATIONAL PROVISIONER a meat salesman tells how another salesman benefited himself and his customers by making an effort to help them. He suggests that other salesmen could follow the same tactics with profit to themselves.

He says:

Editor THE NATIONAL PROVISIONER:

The retail meat dealer has had some difficult problems with which to contend the past several months. Confronted on the one hand with high meat prices and on the other with a reluctance on the part of consumers to pay the price, he has had no easy road to travel.

I wonder if meat salesmen during this time have been of much help to him—if they have helped themselves by giving him the aid they could in many cases?

There is more to moving a large tonnage of meat than just selling. This fact was impressed on me recently during a conversation with a fellow meat salesman who has been able, despite conditions, to move a large volume of product.

Good Salesman Got Tonnage.

He has done this because he is a good merchandiser. He has the ability to sell meat, but of equal importance, it seems to me, he is willing to give time and effort to help those with whom he does business.

He advises with those on whom he calls, he helps them with their selling and buying problems, he shows them



how the less expensive cuts can be displayed attractively, and he helps on advertising designed to bring customers into the store and build good will for it.

In particular, he takes every opportunity to learn about new meat cuts, new merchandising methods and new developments of every kind that will aid his customers and prospects to increase their volume.

He has found these activities helpful in aiding him to maintain his volume, and he also believes that he has gained lasting friendships for his firm and has built up a volume of good will that will be an asset to him as long as he is in the territory.

Profitable Sales Efforts.

I call attention to the experiences of this salesman to point out, particularly, the advantage of taking into consideration the fact that the salesman can sell only as much meat as the public will consume. It may be quite as businesslike for the salesman to aid the retailer to increase his turnover as it would be for him to spend the same amount of

time and labor to get new retail dealer customers on his books.

The salesman visits many retailers in the course of a year. If he is observing and cares to do so, he can learn of many new ideas and practices that are building business. These he can pass on to others of his customers for their benefit.

It seems to me that each salesman might well regard his territory as a field to be plowed, sown and reaped—but above all, fertilized.

In any event, the results he gets will depend on his efforts expended, not alone of physical labor, but of brains and intelligence.

Yours truly,
PACKER SALESMAN.

WHAT'S YOUR CUSTOMER GAIN?

What is your net worth in customers this year, Mr. Salesman, as compared with last? This is a good time to check up and determine the progress you have or have not made.

One salesman was heard to boast recently that he had gained forty new accounts during the year. He thought he had done well and appeared quite satisfied with this record.

Questioning brought out the fact, however, that he had actually put on the books the names of 80 new customers. During the same time he had lost forty. His net gain, therefore, was forty, as he said.

He had made progress, it is true, but does this gain of forty customers really tell the story?

Evidently there is something radically wrong with this salesman, his service or his products. If things were as they should be, why were forty customers lost? It appears they were not satisfied and turned to other sources for their merchandise.

Customers will be lost occasionally, and it is necessary to get new ones to take their places. But every time a customer is lost there is a lesson to be learned. Salesmen would benefit themselves and their firms if each time a customer is lost the reason is determined and things so arranged that a recurrence will be improbable.

Gaining eighty customers and losing forty may be progress—but there are many who would consider it progress of a dangerous sort!

Do you want to help your retail customers improve their bookkeeping methods? Write THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill.

A Word to the Salesman

Don't spoil your tonnage showing, Mr. Salesman, by wasting too much time on collections.

Line up your customers so your check will be waiting for you.

It is your job to educate your dealers. If you have done your part, most of them will do theirs.

Let the "other salesman" waste his time on dealers who are poor pay. Your time is too valuable.

Remember, your employer knows that *the most successful salesman is also the best collector.*

Bean High Pressure Pumps

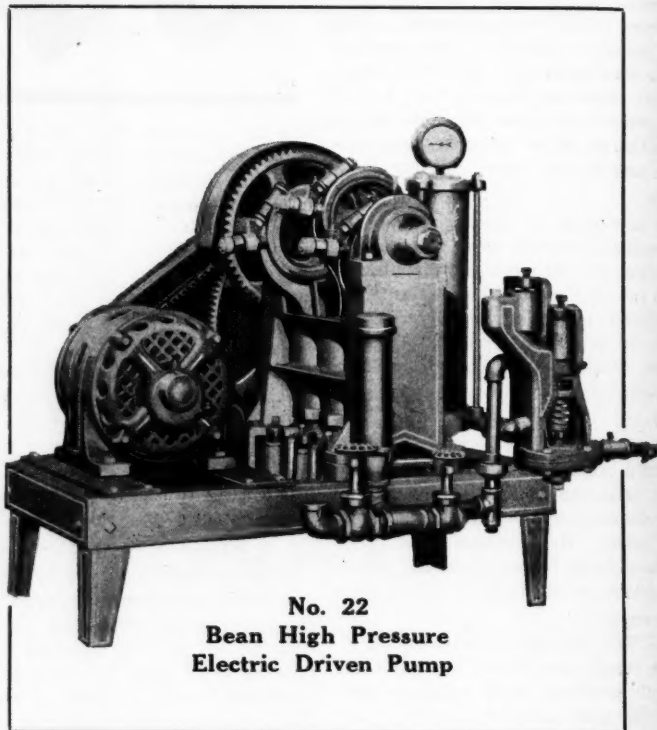
For Meat Washing—

THE Bean high pressure pump has been on the market for the past 35 years.

Bean pumps are designed and built to withstand the abuse to which they are subjected in the packing industry.

The Bean pump is the only pump on the market that will stand up under strong cleaning solution, hot water, and continuous operation.

The Bean pump is immune from injury by the use of hot water or strong solutions due to the fact that the cylinders are porcelain lined, vulcanized saucer shaped rubber plungers are used, and large plunger guides or cross heads are used.



No. 22
Bean High Pressure
Electric Driven Pump

There is not a thread inside the Bean pump to become corroded from washing solutions. All parts are quickly accessible. The crank motion is of the eccentric type. All shaft bearings are Timkin. The pump speed is but 55 R.P.M. The choice of Rowe Electric Company, Cedar Rapids, Iowa, manufacturers of Reco packing house equipment and the originators of high pressure cleaning methods in the packing industry. Bean pumps are used for washing hog necks, beef carcasses, beef

heads, calves, bacon and hams, ham molds, scrapple and meat loaf pans, hand trucks, smoke house trees, tripe, hog trolleys, gambrels and vats, and by piping your departments, can be used for cleaning up your equipment after production operations have been completed. There is a Bean pump made to meet all requirements from 7 gallons per minute to 44 gallons per minute. Tell us your problems and we will quote on complete installation for handling same.

Distributed by

ROWE ELECTRIC CO., Cedar Rapids, Iowa
MECHANICAL MFG. CO., Union Stock Yards, Chicago, Ill.

Manufactured by

THE JOHN BEAN MFG. CO., Lansing, Michigan, and San Jose, California

Provision and Lard Markets

WEEKLY REVIEW

Market Quiet—Undertone Steady—Hog Run Large—Hogs Easy—Speculative Interest Small—Hedge Pressure Moderate—Cash Trade Fair—Holiday An Evening Up Feature.

The situation in hog products the past week presented little or nothing new from the conditions which have prevailed for some time past. The large hog run was comparatively continued, and was sufficient to check buying power in futures. However, December liquidation appeared to have run its course, and with hedge pressure moderate the weakness in the hog market was less effective. Considerable holiday evening up was under way, and as a result of the year end holiday the markets at times were very quiet.

Professional operations more or less dominated the situation, but the latter were keeping close to shore and were content most of the time to look on. Routine news had little or no effect, the trade contenting itself with discussions as to how much longer the market is to experience a run of hogs such as has been witnessed of late.

The outward movement of products, particularly lard, was again fairly liberal but the trade did not appear to be anticipating much change in the Chicago monthly stock statement. In some quarters there was a tendency to look for a liberal foreign demand the early part of the new year, while conditions throughout this country are such that a liberal distribution of meats and fats appears in prospect for at least the first half of the new year. The stocks of meats and lard in all positions are nevertheless fairly liberal while meats are at fair levels and lard at rather reasonable figures. Should the hog run subside for a time, the tendency is to look for lard to move upward to some extent, as the impression prevails that a better hog market would attract not only domestic buying of futures, but foreign absorption as well.

Lard Market Appears Stable.

For the past few weeks lard has been showing more stubbornness to selling pressure and has held somewhat better around present levels. This, it is argued, speaks well for the technical position of the market which has been strengthened apparently by the recent liquidation.

The extent of the cash demand naturally is a vital factor and is being watched closely. The situation in competing fats, particularly in cottonoil, is looked upon as favorable to pure lard consumption owing to the narrow spread between lard and compound, so that development in cottonoil are also being watched by the trade. The corn market holds the present level quite well and is not conducive to increased feeding of hogs at the present spread between corn and hogs, so much so that the latter is expected to have influence the early part of next year. In some provision quarters the impression prevails that the year-end statement on the hog supply will indicate quite a few

less hogs in the country than was the case a year ago.

The average price of hogs at Chicago last week was \$8.80, against \$8.80 the previous week, \$8.40 a year ago, and \$11.90 two years ago. The average weight of hogs received at Chicago the past week was 239 lbs., against 232 lbs. the previous week, 227 lbs. the same time last year, and 231 lbs. two years ago.

The exports of lard for the week ended Dec. 15 were officially placed at 22,778,000 lbs., against 11,538,000 lbs. a year ago. The exports, January 1 to Dec. 15, totaled 698,612,000 lbs., compared with 644,736,000 lbs. the same time last year. Exports of bacon, including Cumberlands, for week ended Dec. 15 were 3,382,000 lbs. against 2,163,000 lbs. last year; and for the year to date, 116,637,000 lbs. against 110,583,000 lbs. last year. The exports of hams and shoulders for the week ended Dec. 15 were 698,000 lbs., against 1,006,000 lbs. last year, making exports for the year to date 114,670,000 lbs. against 114,261,000 lbs. a year ago.

Of the lard exports during the week ended Dec. 15, 9,628,000 lbs. went to Germany, practically all to Hamburg. The pickled pork exports for the week ended Dec. 15 were 156,000 lbs., making the year's exports to that time 29,922,000 lbs., against 27,965,000 lbs. last year.

The exports of hog products in detail from the Atlantic ports for the week ended Dec. 22 were as follows:

	Pork, Bris.	Lard, Lbs.	Meats, Lbs.
Liverpool	875,000	2,105,000	
London	1,782,000	252,000	
Glasgow	199,000	125,000	
Bristol	896,000	75,000	
Other English ports	1,286,000	249,000	
Antwerp	515,000		
Germany	2,176,000	105,000	
Holland	25	1,423,000	
France	248,000		
Other Contl. ports	25	98,000	205,000
Elsewhere	245	724,000	49,000
Total	295	10,222,000	3,225,000

PORK—The market at New York was quiet but firm, with mess quoted at \$32.50@34.00; family, \$34.00@36.00; and fat backs, \$25.00@28.00. At Chicago, mess was quoted at \$26.00.

LARD—The market was very quiet and steady in the East. At New York, prime western was quoted \$11.70@11.80; middle western, \$11.60@11.70; city, 11¼@11½c; refined Continent, 12½c; South America, 12½c; Brazil kegs, 13½c; compound car lots, 12c; less than cars, 12¼c. At Chicago, regular lard in round lots was quoted at 65c under January, loose lard at 90c under January, and leaf lard at 142½c under January.

BEEF—The market was quiet but steady. At New York, mess was quoted at \$26.00; packet, \$28.00@30.00; family, \$32.00@34.00; extra India mess, \$44.00@46.00; No. 1 canned corned beef, \$3.10; No. 2, 6 lbs. South America, \$16.75; pickled tongues, \$75.00@80.00 per barrel.

See page 38 for later markets.

December Pig Survey

A decrease of approximately 5,400,000 head in the combined spring and fall pig crops of 1928 is estimated by the U. S. Department of Agriculture as a result of the December, 1928, pig survey.

Of this decrease, approximately 3,200,000 head is assigned to the Corn Belt states.

The fall pig crop in the Corn Belt states is believed to be only about 1½ per cent less than that of the fall of 1928. And this is offset in part by the larger number of pigs saved per litter. The greatest decrease is found in the Southern States.

Present breeding intentions for spring farrow indicate an increase in sows of about 5 per cent for the United States and 3 per cent for the Corn Belt. In past years it has been found that actual farrowings have fallen considerably below the breeding intentions of December 1.

If former years may be taken as a criterion, then the number of sows actually farrowing will show a decrease rather than an increase. This decrease is expected to be anywhere from 4 to 7 per cent, according to government estimates.

Details of the Survey.

The full text of the December, 1928, pig survey is as follows:

A decrease of about 5 per cent in the total fall pig crop of 1928 from the fall crop of 1927 for the United States is reported by about 100,000 farmers to the Department of Agriculture. The decrease in the eleven Corn Belt states was only about 1½ per cent, but large decreases were shown in the Southern states. The survey was made as of December 1, in cooperation with the Post Office Department, through the rural carriers.

The decrease in the number of sows farrowing in the fall of 1928 for the United States was about 7 per cent and for the Corn Belt states was 4 per cent. An increase in the average number of pigs saved per litter in the Corn Belt states off-set in part these decreases in the number of sows farrowing.

The reports of the number of sows bred or to be bred for farrowing in the spring of 1929 point to a decrease in the spring pig crop of 1929 compared to the spring crop of 1928, if the relationship between breeding intentions and actual farrowing is similar to other years.

The reports from farmers as of December 1, this year, show increases of sows bred or to be bred for spring farrowing about 5 per cent for the United States and 3 per cent for the Corn Belt states over the number of sows actually

farrowed in the spring of 1928. But in other years the number of sows farrowed in the spring as reported in June has always been below the breeding intentions reported in December due to changes in plans and other causes.

Decrease in Spring Farrowings.

If the farrowings reported next June are as much below breeding intentions reported in December as the average of past years, the decrease in sows farrowed next spring would be about 7 per cent for the United States and 6 per cent for the Corn Belt; if they are as much below as the smallest of past years, the decreases would be about 4 per cent for the United States as well as for the Corn Belt states.

The reported decrease in fall pig crop of 1928 follows the reported decrease in the spring crop of 1928 as shown by the June pig survey. If the decreases shown in the two crops are applied to the estimated total number of pigs saved, spring and fall, in 1927, the total decrease in pigs saved this year amounts to about 5,400,000 head for the United States. The decrease in the Corn Belt states would be about 3,200,000 head.

BUY PORK—NOT HOGS.

(Continued from page 24.)

and will encourage the packer to purchase from them, not "hogs" whose value no grader can reliably estimate, but "meat" ready for the cutting floor, and if such a system of marketing can be established as common practice, it will serve—

First, to return to each individual producer the premium which the quality of his livestock deserves.

Second, to soon raise the average quality and therefore the average price.

Benefits to Be Derived.

Third, to make it possible for the packer to arrange with the cooperative shipping associations for a certain number of hogs on a certain date so that the market will not be glutted and so that the resultant surplus of fresh pork will not break the market at the expense of the producer and packer alike.

Fourth, and most important, to establish a definite and measurable value so that the farmer can send his hogs to market with the same confidence that he may send his young son to a grocery store to purchase a branded product, which will make for increased confidence between the packer and the producer and will thus, in turn, open new avenues of cooperation, which will, in turn, be mutually profitable.

BOSTON MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under federal and city inspection for the week ended Dec. 22, 1928, with comparisons are officially reported as follows:

	Week ended Dec. 22, 1928.	Prev. week, 1927.	Cor. week, 1927.
Western dressed meats:			
Steers, carcasses	2,022	2,282	1,598
Cows, carcasses	2,506	2,452	2,541
Bulls, carcasses	27	35	40
Veals, carcasses	1,133	1,080	1,703
Lambs, carcasses	14,393	16,400	12,424
Mutton, carcasses	1,061	809	253
Pork, lbs.	690,914	723,307	615,810
Local slaughters:			
Cattle	1,811	1,758	1,673
Calves	1,685	1,497	1,479
Hogs	30,283	29,823	26,431
Sheep	4,064	5,580	3,621

MEAT EXPORTS FROM CANADA.

Exports of domestic livestock and meats from Canada to the United States during November, 1928, showed heavy decreases from shipments in the same month last year. The movement of hogs was almost 100 per cent less; of cattle, 65 per cent less; calves, 50 per cent less; sheep, 22 per cent. Bacon exports dropped off 62 per cent and pork, 69 per cent. Mutton exports alone were greater, by 17 per cent.

Export shipments from Canada to this country for November, 1928, compared with the same month in 1927, as reported by the Dominion Live Stock Branch, were as follows:

	Nov., 1928.	Nov., 1927.
Cattle, to U. S.	20,785	60,194
Cattle, total export	20,897	60,627
Calves, to U. S.	3,329	6,550
Calves, total export	3,339	6,580
Hogs, to U. S.	73	11,083
Hogs, total export	161	11,358
Sheep, to U. S.	2,747	3,520
Sheep, total export	2,848	3,787
Beef, to U. S.	5,585,190	7,957,000
Beef, total export	5,724,800	8,505,000
Bacon, to U. S.	215,100	566,900
Bacon, total export	3,693,700	4,774,900
Pork, to U. S.	461,100	1,493,200
Pork, total export	789,700	2,007,600
Mutton, to U. S.	328,300	235,300
Mutton, total export	408,500	358,200

CANADIAN MEATS IN STORAGE.

Cold storage holdings of pork and beef in Canada on December 1, 1928, declined 13 per cent and 22 per cent, respectively, from holdings of the same date last year. The cold storage holdings of veal dropped off 9 per cent, and holdings of mutton and lamb, 11 per cent. Comparative figures as of December 1, this year with last, as reported by the Dominion Live Stock Branch, are as follows:

	Dec. 1, 1928, lbs.	Nov. 1, 1928, lbs.	Dec. 1, 1927, lbs.	5-yr. avg., Dec. 1, '28, lbs.
Beef	19,717,080	13,886,332	25,369,413	24,557,702
Veal	1,957,407	1,782,919	2,144,809	1,957,407
Pork	24,529,268	23,555,622	28,121,939	26,332,768
Mutton and lamb	5,740,820	3,748,609	6,461,893	5,269,007

CANADIAN EXPORTS TO U. S.

Shipments of livestock and meats from Canada to the United States for the eleven-month period ended with November, 1928, in general were considerably less than for the corresponding period of 1927, according to figures compiled by the Dominion Live Stock Branch. Hog exports dropped off 88 per cent from the previous period; sheep, 40 per cent; cattle, 12 per cent; and calves, 2 per cent. Approximately 50 per cent less pork was shipped to this country from Canada this year than last; 45 per cent less mutton; 13 per cent less bacon; and 6 per cent less beef.

MEAT IMPORTS AT NEW YORK.

Imports of meats and meat products received at the port of New York for the week ended Dec. 22, 1928:

Point of origin.	Commodity.	Amount.
Canada—Quarters of beef		220
Canada—Beef cuts		26,904 lbs.
Canada—Veal cuts		800 lbs.
Canada—Smoked pork		1,779 lbs.
Canada—Sweet pickled hams		43,625 lbs.
Canada—Cooked pork		371 lbs.
Canada—Meat products		23,027 lbs.
Czecho-Slovakia—Cooked hams in tins		4,241 lbs.
England—Smoked hams		247 lbs.
Germany—Smoked pork		6,903 lbs.
Germany—Bouillon cubes		358 lbs.
Germany—Prepared pork		946 lbs.
Germany—Sausage		2,457 lbs.
Holland—Smoked ham		1,784 lbs.
Holland—Canned meat		13,269 lbs.
Italy—Smoked hams		4,620 lbs.
Italy—Sausage		5,399 lbs.
Norway—Meat balls in tins		2,296 lbs.

PORK PRODUCTS EXPORTS.

Exports of pork products from the principal ports of the United States during the week ended Dec. 22:

	Week ended Dec. 22, 1928.	Week ended Dec. 24, 1927.	Nov. 1 to Dec. 22, 1928.
To United Kingdom	50	125	26
Continent	50	45	110
West Indies	246	331	1,941
Other Countries	50	.....	6
Total	346	501	1,811

BACON AND HAMS.

	Week ended Dec. 22, 1928.	Week ended Dec. 24, 1927.	Nov. 1 to Dec. 22, 1928.
United Kingdom	658,500	1,174,500	17,151,500
Continent	402,500	385,000	3,310,300
Other Countries	.....	22,000	55,000
Total	1,061,000	1,581,500	21,056,800

LARD.

	Week ended Dec. 22, 1928.	Week ended Dec. 24, 1927.	Nov. 1 to Dec. 22, 1928.
United Kingdom	5,589,390	6,022,270	60,638,000
Continent	6,165,452	6,302,094	53,006,000
So. & Cent. Amer.	127,000	648,000	5,671,000
West Indies	.....	304,000	1,561,000
Other Countries	.....	1,400	.....
Total	11,881,842	13,278,364	95,196,000

TOTAL EXPORTS.

	Week ended Dec. 22, 1928.	Week ended Dec. 24, 1927.	Nov. 1 to Dec. 22, 1928.
Pork, Bacon & Hams, Lard, lbs.	50	532,000	8,022,500
New York	.....	.....	100,000
Boston	.....	.....	47,000
Philadelphia	.....	.....	127,000
New Orleans	.....	.....	529,000
St. John, N. B.	.....	.....	8,585,000
Total this week	346	1,061,000	11,881,842
Previous week	320	4,875,250	20,806,900
2 weeks ago	25	1,738,050	10,143,000
Cor. week, 1927	501	1,581,500	13,278,364

EXPORTS, NOV. 1 TO DEC. 22.

	1928.	1927.
Pork, lbs.	322,200	232,000
Bacon and Hams, lbs.	21,053,500	28,062,900
Lard, lbs.	95,190,530	81,794,414

NEW YORK MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under federal inspection at New York City, N. Y., are officially reported for the week ended Dec. 22, with comparisons, as follows:

	Week ended Dec. 22, 1928.	Prev. week, 1927.	Cor. week, 1927.
Western dressed meats:			
Steers, carcasses	7,484	8,925 1/2	6,790
Cows, carcasses	677 1/2	824 1/2	800
Bulls, carcasses	94	94	80
Veals, carcasses	11,893	10,181	11,423
Lambs, carcasses	25,502	28,576	24,320
Mutton, carcasses	2,918	2,444	1,625
Beef cuts, lbs.	62,242	241,328	538,719
Pork cuts, lbs.	2,066,415 1/2	1,676,148	1,494,405

Local slaughters:

	Week ended Dec. 22, 1928.	Prev. week, 1927.	Cor. week, 1927.
Cattle	8,960	9,545	9,253
Calves	12,175	13,583	12,290
Hogs	68,945	68,538	72,211
Sheep	51,622	60,453	45,001

PHILADELPHIA MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under city and federal inspection at Philadelphia, Pa., for the week ended Dec. 22, 1928, with comparisons, were as follows:

	Week ended Dec. 22, 1928.	Prev. week, 1927.	Cor. week, 1927.
Western dressed meats:			
Steers, carcasses	1,721	2,570	1,400
Cows, carcasses	1,191	1,004	75
Bulls, carcasses	293	353	25
Veals, carcasses	2,049	2,244	2,250
Lambs, carcasses	10,274	12,543	10,671
Mutton, carcasses	1,142	1,035	1,125
Pork, lbs.	695,554	768,143	614,611

Local slaughters:

	Week ended Dec. 22, 1928.	Prev. week, 1927.	Cor. week, 1927.
Cattle	1,232	1,532	1,110
Calves	1,612	1,894	1,400
Hogs	17,566	18,936	21,000
Sheep	3,931	5,538	3,155

LARD AND GREASE EXPORTS.

Exports of lard from New York, December 1, 1928, to December 26, 1928, 37,374,583 lbs.; tallow, none; grease, 910,000 lbs.; stearine, 13,600.

Tallow and Grease Markets

WEEKLY REVIEW

TALLOW—A quiet and easier market featured tallow in the East. Prices lost ground under some increase in offerings in a market where consumers displayed little interest. The holiday season had its effect, but sentiment was more mixed on the declines. Offerings were not large, but apparently were more than the market would take at the moment.

The situation in competing quarters shows little change, with trade limited and of a holiday character generally. At New York, sales were reported of outside stuff equal to extra at 9c which apparently made the market for extra.

At New York, special loose was quoted at 8½c; extra, 9c; edible, about 10c. At Chicago, the market was very steady, with more buying interest in evidence the past week, and with demand reported good around the present levels. A round lot of prime packer sold at 9½c f.o.b. Chicago, January shipment. Bids of 9c, f.o.b. Cincinnati for round lots, were in the market, while 8½c was bid f.o.b. Kansas City and refused.

At Chicago, edible was quoted at 9½@9¾c; fancy, 9¼@9¾c; prime packer, 9¼c; No. 1, 8¾@9c; No. 2, 7½@8c.

There was no auction sale at London this week, while the Liverpool market was also closed down a good part of the time for the year-end holidays.

STEARINE—The market was very quiet, and barely steady with oleo New York quoted at 10½c nominal. At Chicago, the market was quiet but steady, with oleo quoted at 10½c.

OLEO OIL—A very quiet and about steady tone was the feature the past week, with extra New York quoted at 11½c; medium, 11c; lower grades, 10c. At Chicago, extra was quoted at 11½c.

See page 38 for later markets.

LARD OIL—Consuming demand was rather quiet, but the market ruled steady. At New York, edible was quoted at 16c; extra winter, 14c; extra, 13½c; extra No. 1, 13c; No. 1, 12½c; No. 2, 12½c.

NEATSFOOT OIL—Demand was rather limited, but the market ruled steady. At New York, pure was quoted at 15½c; extra, 13½c; No. 1, 12½c; cold test, 19c.

GREASES—The market the past week has been dull and steady being influenced materially by the holiday season. Producers in the East, however, maintained their ideas, while consumers were displaying only routine interest pending developments, and showing no inclination to increase commitments until the inventory period and the year end are out of the way.

At New York, choice house was quoted at 8½c; choice yellow, 8½c; A white, 8½c; B white, 8½c; choice white, 9¼@9½c.

At Chicago, the market was steadier, with buyers reported showing more interest. Moderate inquiries for choice white, both domestic and export, were noted, while medium and low grade

stock was in fair demand. At Chicago, brown was quoted at 7½@8c; yellow, 8½@8¾c; B white, 8½c; A white, 8½c; choice white 8½c.

By-Products Markets

Chicago, Dec. 27, 1928.

Blood.

Blood alone shows any movement on the markets for by-products at this time, and that movement is downward. Weakness has developed following reported sales of several carloads of blood at \$4.75, f.o.b. Chicago.

Unit Ammonia.

Ground and unground.....\$4.75@4.90

Digester Hog Tankage Materials.

The market for hog tankage materials is unchanged. No trading reported.

Unit Ammonia.

Ground, 11½@12% ammonia.....\$5.00@5.25 & 10
Unground, 11½ to 12% ammonia.. 4.75@5.00 & 10
Ground, 6 to 8% ammonia..... 4.50@4.75 & 10
Unground, 6 to 8% ammonia..... 4.25@4.50 & 10

Fertilizer Materials.

The holiday season has temporarily eliminated interest in fertilizer materials. Price basis remains \$4.00 & 10c, Chicago, nominal.

Unit Ammonia.

High grd., ground, 10% am....\$ 3.90@ 4.10 & 10
Lower grd., and ungr., 6-9% am. 4.00@ 4.10 & 10
Hog meal 3.90@ 4.00
Bone tankage, low grd., per ton 24.00@25.00
Liquid stick 3.85@ 4.00

Bone Meals.

Bone meal is very quiet at present. Prices nominal.

Per Ton.

Raw bone meal.....\$50.00@55.00
Steam, ground 26.00@29.00
Steam, unground 26.00@28.00

Cracklings.

Buyers of cracklings have been more interested in the holidays than in purchases this week. Prices show no change.

Per Ton.

Hard pressed and exp. unground, per unit, protein90@ 1.05
Soft prod. pork, ac. grease & quality 85.00@90.00
Soft prod. beef, ac. grease & quality 50.00@55.00

Gelatine and Glue Stocks.

No trading is reported in gelatine and glue stocks, and demand is at a minimum.

Per Ton.

Kip and calf stock.....@40.00
Hide trimmings.....33.00@35.00
Horn pits40.00@42.00
Cattle jaws, skulls and knuckles.....40.00@42.00
Sinews, pizzles and hide trimmings...31.00@35.00
Pig skin scraps and trim., per lb.....@5c

Horns, Bones and Hoofs.

At present, interest in horns, bones and hoofs is absent, due to the holiday season.

Horns, according to grade.....\$50.00@100.00
Mfg. shin bones.....50.00@120.00
Cattle hoofs45.00@ 47.00
Junk bones27.00@ 28.00
(Note—Foregoing prices are for mixed carloads of unassorted materials, indicated above.)

Animal Hair.

Animal hair continues very quiet, with prices entirely nominal.

Coil and field dried..... 3 @ 3½c
Processed grey, summer, per lb..... 4 @ 5c
Processed grey, winter..... 6 @ 7c
Cattle switches, each*..... 4½@ 5½c

*According to count.

EASTERN FERTILIZER MARKET.

(Special Report to The National Provisioner.)

New York, Dec. 27, 1928.

There have been practically no price changes in either fertilizer or feeding materials the past week, because there has not been enough trading to make such changes.

Cracklings are still weak and offerings are coming out at slightly lower prices with hardly any demand.

The fertilizer manufacturers are busy mixing and are taking deliveries right along on contract, but they are doing little in the way of buying additional quantities of raw materials.

South American dried blood and tankage are offered at somewhat lower prices, with very little buying interest apparent.

After the turn of the year an increased business is looked for.

FERTILIZER TRADE TO CONFER.

A trade practice conference with the fertilizer industry has been authorized by the Federal Trade Commission, although no date or place has as yet been set. Commissioner Edgar A. McCullough will preside over the conference, application for which was made by companies representing 75 per cent of the total tonnage of chemical plant food sold annually.

In seeking to eliminate unfair trade practices the following subjects will be considered: Secret rebates, discriminations, no guarantees against price declines, sound accounting methods, waste elimination, credit terms and the mutual exchange of statistical data.

PERU DROPS CATTLE DUTIES.

Cattle may now be shipped into Peru duty free, under a recent decree of the Peruvian government which also forbids the export of cattle from that country. The order was issued because of the scarcity of meat in local markets of Peru, according to advices to the U. S. Department of Commerce.

THE KENTUCKY CHEMICAL MFG. CO., Inc.
COVINGTON, KY. Opposite Cincinnati, Ohio

Buyers of Beef and Pork Cracklings
Both Soft and Hard Pressed

TRADE GLEANINGS.

Frank J. Wolf and T. H. Gray are constructing a new meat plant at Kelso, Wash., at an estimated cost of \$15,000. The Cudahy Packing Co. is reported as planning to erect a branch house at Birmingham, Ala.

It is reported Swift & Company will build a branch at Lake Charles, La., on Division and Front streets.

The Rath Packing Co., Waterloo, Ia., has let contracts for constructing additional cooler capacity at a cost of approximately \$31,500.

The Whitesboro Oil Mill, Whitesboro, Tex., will erect a seed and cleaning house to enlarge its capacity at a cost of \$25,000.

Construction of an abattoir building is being planned by O. W. Connor, of Lancaster, N. C., for Charlotte, N. C., at an estimated cost of \$6,000.

The Rocky Mountain Packing Co., Murray, Utah, is planning the installation of modern cold storage and power equipment in its proposed new two-story packing plant.

Directors of the Cudahy Packing Co., Chicago, have voted to give common stockholders on record as of Jan. 4, 1929, the right to subscribe to one new share of common stock at \$50 for every ten shares held.

Cudahy Brothers Co., Milwaukee, Wis., packers, have purchased a site in San Francisco at Seventh and Brannan streets, on which they plan to construct a branch plant.

Oscar Mayer & Co. are enlarging their Madison, Wis., plant by the addition of a new cooler building, 90 by 145 feet, to cost in the neighborhood of \$30,000.

Armour and Company have closed contracts for purchase of a site at Springfield, Ky., on which they contemplate erecting a cheese factory, 40 by 172 feet, to include vats, tanks, storage and testing rooms.

The St. Joseph Stock Yards Co., South St. Joseph, Mo., at the meeting of the directors recently, declared a special dividend of \$7 a share, to be paid on February 1, 1929, to all stockholders of record January 16.

The Davison-Pick Fertilizer Co., Inc., New Orleans, La., has acquired a site at Orange, Tex., on which it is planned to construct a new fertilizer plant at an estimated cost of \$500,000. Considerable machinery and equipment will be purchased.

TO UTILIZE COTTONSEED BRAN.

A potentially valuable experiment being conducted by the Alabama Polytechnic Institute and the University of

Alabama is that of the production of xylose from cottonseed bran, in which the U. S. Department of Commerce is lending its aid. An experimental plant is planned for erection at Anniston, Ala., where it is hoped to cut the selling price from \$1.00 a pound at present to 50 cents a pound.

Xylose is adaptable for use in spinning rayon, producing explosives, stuffing leather, tanning and dyeing wool. The Federal Phosphorus Co. will build the proposed plant, and experiments will be conducted by the federal Bureau of Standards, cooperating with the schools and phosphorus company. At present some 1,000,000 tons of cottonseed bran are burned each year as valueless, and utilizing fully this by-product would increase the financial yield of cotton by approximately \$7 an acre.

MARGARINE MATERIALS USED.

Oleomargarine produced and the materials used in its manufacture during October, 1928, with comparisons for the same month last year, were as follows, according to the U. S. Bureau of Internal revenue:

	October, 1928. Pounds.	October, 1927. Pounds.
Total production of uncolored oleomargarine	20,181,242	24,800,782
Ingredient schedule for uncolored oleomargarine:		
Butter	225,986	203,382
Cocoonut oil	15,177,219	11,883,692
Corn oil	7,100	7,100
Cottonseed oil	2,436,933	2,108,714
Edible tallow	2,905	4,200
Milk	8,515,204	6,913,691
Mustard oil	935	6,635
Neutral oil	2,032,119	2,040,745
Oleo oil	3,877,869	3,800,097
Oleo stearine	523,535	507,493
Oleo stock	108,247	161,852
Palm oil	88,806	52,607
Palm-kernel oil	6,300	3,138
Peanut oil	589,428	411,141
Salt	2,351,689	2,107,116
Sesame oil	16,885	6,850
Soda	8,374	8,324
Vanilla extract	24	24
Total	35,945,639	30,226,911
Total production of colored oleomargarine	1,440,975	1,239,929
Ingredient schedule for colored oleomargarine:		
Butter	2,851	1,390
Cocoonut oil	537,002	401,930
Color	1,768	1,692
Cottonseed oil	241,414	118,593
Milk	635,808	418,426
Neutral lard	259,838	150,770
Oleo oil	485,806	305,059
Oleo stearine	16,885	23,087
Oleo stock	6,820	11,397
Palm oil	24,630	20,290
Palm-kernel oil	1,343	1,343
Peanut oil	31,291	27,704
Salt	139,817	101,343
Soda	123	110
Total	2,384,143	1,583,606

SHORTENING AND OIL PRICES.

(Special Wire to The National Provisioner.)

Memphis, Tenn., Dec. 27.—The Shortening and Oil Division of the Interstate Cottonseed Crushers' Association reports the following quotations prevailing on December 27, 1928:

Shortening—tierce basis.		
Northern States, East of Rocky Mts.	.12	@.12½
Southern States, East of Rocky Mts.	.11½	@.12
Pacific Coast States	.12½	@.12½
Said Oil.		
Northern States, East of Rocky Mts.	.12	@.12½
Southern States, East of Rocky Mts.	.11½	@.12
Pacific Coast (Port Cities)	.11½	@.12
Cooking Oil—White.		
Northern States, East of Rocky Mts.	.11½	@.12½
Southern States, East of Rocky Mts.	.11½	@.11½
Pacific Coast (Port Cities)	.11½	@.11½
Cooking Oil—Yellow.		
¼c less than White.		

CURRENT LARD STATISTICS.

Lard produced, consumed and stocks on hand, including both domestic consumption and exports for the first eleven months of 1928, with comparisons, are reported as follows:

LARD PRODUCED, CONSUMED AND STOCKS
(A) (1) PRODUCED.

	1928. Pounds.	1927. Pounds.
January	190,557,000	148,790,000
February	217,354,000	120,462,000
March	194,583,000	129,334,000
April	127,075,000	125,723,000
May	140,414,000	131,685,000
June	146,387,000	131,038,000
July	108,522,000	131,637,000
August	92,401,000	110,185,000
September	80,135,000	95,700,000
October	113,908,000	96,672,000
November	Not available	110,525,000
Totals	Not available	1,357,830,000

CONSUMED.

(B) (2) EXPORTS.

	1928. Pounds.	1927. Pounds.
January	72,753,003	61,395,436
February	82,448,311	54,816,943
March	83,458,813	54,816,943
April	58,624,000	60,391,400
May	58,254,703	61,313,613
June	55,495,010	68,444,817
July	54,752,407	48,378,978
August	52,384,125	61,918,817
September	47,614,172	61,252,613
October	60,957,576	52,025,944
November	Not available	50,894,444
Total	Not available	637,074,731

(C) DOMESTIC.

	1928. Pounds.	1927. Pounds.
January	88,451,307	67,810,874
February	97,830,000	61,344,528
March	67,700,187	50,553,822
April	59,808,331	48,196,202
May	60,174,237	53,006,835
June	52,384,125	61,448,032
July	63,300,593	47,221,088
August	67,167,875	70,382,482
September	83,518,828	83,351,888
October	90,426,424	90,699,000
November	Not available	85,597,556
Total	Not available	724,602,200

TOTAL.

	1928. Pounds.	1927. Pounds.
January	161,405,000	129,200,000
February	180,279,000	112,965,000
March	151,150,000	114,308,000
April	118,493,000	118,181,000
May	127,429,000	119,320,000
June	117,081,000	115,005,000
July	118,002,000	99,819,000
August	110,452,000	124,301,000
September	131,133,000	144,634,000
October	157,384,000	142,725,000
November	Not available	136,492,000
Total	Not available	1,361,677,000

(D) STOCKS HELD END OF MONTH.

	1928. Pounds.	1927. Pounds.
On hand begin'n'g of year	54,855,000	49,992,000
January	84,007,000	60,570,000
February	121,082,000	77,103,000
March	164,775,000	92,039,000
April	173,088,000	99,611,000
May	180,973,000	111,976,000
June	214,465,000	147,318,000
July	204,930,000	179,136,000
August	177,888,000	167,018,000
September	120,800,000	118,174,000
October	83,474,000	72,121,000
November	67,015,000	46,154,000

(A) Includes entire production, both neutral and other edible, by federally inspected plants and also production, both neutral and other edible, by plants not federally inspected, except a few small ones, but does not include production on the farms.

(B) Includes both neutral and other edible lard.

(C) Apparent consumption.

(D) Includes stocks cold storage plants and packinghouse plants only.

(1) Source: U. S. Bureau of Agricultural Economics, Dept. of Agriculture.

(2) Source: U. S. Bureau of Foreign and Domestic Commerce, Dept. of Commerce.

Watch "Wanted" page for opportunities.

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ST. LOUIS
Refiners of

VEGETABLE OILS

Manufacturers of
**SHORTENING
MARGARINE**

Vegetable Oil Markets

WEEKLY REVIEW

Market Quiet—Prices Steady—Outside Markets Irregular—Crude Firm—Holiday Spirit Prevailing—Cash Trade Moderate—Sentiment Divided.

The developments in cottonseed oil futures on the New York Produce Exchange the past week were along the same lines as those witnessed of late. Lack of new incentive, together with the year end holidays, served to increase dullness and make for a tendency to look on. Commission house operations were mixed and featureless, and while fresh buying power was limited, a lack of important selling pressure helped maintain values. In some cases, longs in the nearby deliveries were transferring their interest to the later months so that switching operations constituted a fair portion of the trade.

Refiners' brokers were doing little or nothing, as crude oil was moving in a small way, so that hedging pressure continued insignificant. The latter was offset to some extent by smallness of speculative buying power, but with sentiment divided, sufficient demand made its appearance to absorb the light scattered selling and holiday evening up.

Market Is Featureless.

The market as a whole continues without leadership from either side. This again counted for part of the stability of the market and the narrow price fluctuations. The larger trade factors appeared to be letting the market take its own course, as long as there were no important price movements either way. The ring element were inclined to buy oil on the small dips, but the local longs ran quickly on the appearance of any particular commission house selling. The inactivity was not at all surprising, as a holiday spirit prevailed and it is not to be expected that without some important change in the news surrounding the market the tendency will continue to be one where speculation will be at a minimum.

Cash trade generally was quiet and routine in character. Consumers were inclined to go slow also, owing to liberal supplies in the visible and the absence of severe price swings in the market. Absorption against old contracts continued on a fairly good scale, however, but the anticipated consuming demand before the end of the year has not developed and it appears as though consumers intend holding off until some time next month in replenishing their supplies. The one consoling feature in this direction is the fact that refiners are not booking the trade up very far ahead, so that sooner or later the consumer will be forced into the market for supplies.

There is a general tendency to watch the lard situation more closely. The continued large hog run has had a tendency of keeping some off the bull side of oil, as it is contended that without

material improvement in lard it will be difficult to enhance oil to any extent. At the same time, the trade more generally realizes that cotton will cut less figure on the market the balance of the season and that the main outstanding question is one of supply and demand. It is in the latter that the lard situation will figure materially.

Oil Carryover Is Uncertain.

The supplies of oil available are more than sufficient for requirements the balance of the season, but upon the question of demand depends the probable carryover at the season's end. The size of the latter is particularly influential during the late months of the season and is a vital feature for the new crop season. The consumption to date has been running ahead of last year and, should this continue for another few months, the outlook would be for a smaller carryover than at the beginning of this season.

The crude markets ruled quiet but firm. Some of the mills were doing little or nothing owing to the holiday shutdown. In the southeast some crude moved at 8½¢, while small sales were reported at that figure in the Valley. Sellers' ideas in the Valley, however, were at the 8½¢ level, while in the Southeast it was not easy to buy crude at that figure. In Texas, crude sold at 8½¢ in a moderate way and was nominally quoted at that level. The market for actual oil had a firm undertone and in fact made the nearby futures look comparatively reasonable, while the deferred deliveries at New York were only at a fair hedging differential.

COTTONSEED OIL—Market transactions:

Friday, Dec. 21, 1928.

	Range		Closing	
	High	Low	Bid	Asked
Spot	1000	a 1050
Dec.	1000	a 1050
Jan.	3000	1020	1016 a 1018
Feb.	1021	a 1040
Mar.	400	1035	1034 1035 a 1038
Apr.	1040 a 1050
May	2800	1052	1050 1052 a
June	1055 a 1068
July	1600	1066	1065 1066 a 1067

Total sales, including switches, 7,800 bbls. P. Crude S. E. 8½¢ Bid.

SOUTHERN MARKETS

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Dec. 27, 1928.—Cotton oil steady to slightly higher because of light crude offerings and absence of January tenders. Spot bleachable tightly held at 9.20c, loose, New Orleans, with good January demand expected. Crude, valley 8½¢ bid, 8½¢ asked; Texas and Oklahoma, ½¢ less. Hogs and lard will influence cottonoil prices materially for the balance of the season, and as oil has resisted several declines in lard since early fall, it is the opinion of most oil traders that cottonoil will advance sharply should lard start an upward journey.

Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., Dec. 27, 1928.—Prime cottonseed, west Texas, \$36.00; Dallas territory, nominal; snaps and bollies, west Texas, \$34.00; Dallas territory, \$36.00. Prime crude oil, 8½¢; 43 per cent cake and meal, f.o.b. Dallas, \$44.00; hulls, \$10.00; mill run linters, 4@5¢. Weather fair; market inactive.

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New Orleans Cotton Seed Oil quotations more correctly reflect the real value of spot oil and are constantly governed by the fluctuations in refined and crude oil values. The value of the contract to buyer and seller is calculable to a degree which leaves no latitude for manipulation.

The high quality of oil tenderable on contract, central delivery point, bulk delivery, an indemnity bond guaranteeing weight, grade and quality at time of delivery, transit privileges and other economic advantages and stabilizing influences—all give the New Orleans Cotton Oil Contract a definite re-sale value.

New Orleans Cotton Exchange
Trade Extension Committee

The Procter & Gamble Co.

Refiners of all Grades of

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BOREAS, Prime Winter Yellow
VENUS, Prime Summer White
STERLING, Prime Summer Yellow
WHITE CLOVER Cooking Oil
MARIGOLD Cooking Oil
JERSEY Butter Oil
MOONSTAR Cocoanut Oil
P & G SPECIAL (hardened) Cocoanut Oil

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ALL VEGETABLE OILS
In Barrels or Tanks

COTTON OIL FUTURES
On the New York Produce Exchange

Saturday, Dec. 22, 1928.

Dec.	1000	a	1050
Jan.	400 1015 1015	a	1018
Feb.	1020	a	1035
Mar.	1032	a	1035
Apr.	1035	a	1050
May	700 1050 1050	a	....
June	1050	a	1065
July	1064	a	1066

Total sales, including switches, 1,400 bbls. P. Crude S. E. 8½c Nominal.

Monday, Dec. 24, 1928.

Spot	1000	a	....
Dec.	1000	a	1050
Jan.	2300 1016 1016	a	....
Feb.	1020	a	1038
Mar.	100 1038 1038	a	....
Apr.	1045	a	1060
May	2200 1052 1052	a	1056
June	1054	a	1070
July	200 1070 1070	a	....

Total sales, including switches, 4,800 bbls. P. Crude S. E. Nominal.

Tuesday, Dec. 25, 1928.

HOLIDAY—NO MARKET.

Wednesday, Dec. 26, 1928.

Spot	1000	a	1050
Dec.	1000	a	1025
Jan.	3600 1023 1018	a	....
Feb.	1026	a	1040
Mar.	1900 1041 1039	a	....
Apr.	1045	a	1055
May	3800 1061 1057	a	....
June	1060	a	1075
July	4400 1075 1072	a	1072

Total sales, including switches, 13,700 bbls. P. Crude S. E. 8½c Bid.

Thursday, Dec. 27, 1928.

Dec.	1018 1018	a	1040
Jan.	1025 1020	a	1025
Feb.	1028	a	1040
Mar.	1040 1037	a	1041
Apr.	1045	a	1055
May	1058 1056	a	....
June	1060	a	1075
July	1073 1070	a	....

Sales, 11,500 barrels.

See page 38 for later markets.

COCOANUT OIL—The market was quiet and of a holiday character with prices about steady. At New York, nearby tanks quoted 8½c; future tanks, 8½c; while Pacific coast tanks were quoted 8½c.

SOYA BEAN OIL—The market was dull and very steady with New York tanks quoted at 10½c; drums, 12¼c; and Pacific coast tanks, 9½c.

CORN OIL—The market ruled quiet but steady, with prices quoted about 8½c, f.o.b. mills.

PALM OIL—The market experienced a limited trade owing to the holidays abroad and the year-end interruptions here. At New York, spot Nigre was quoted 8½@9½c; shipment Nigre, 8@8½c; spot Lagos, 9@9¼c; shipment Lagos, 8½@8¾c.

PALM KERNEL OIL—Demand was moderate but offerings not pressed and the market marking time. At New York, tanks were quoted at 8.35@8.40c.

OLIVE OIL—Trade was limited but the market very steady. At New York, spot foots were quoted at 10½c; old crop, for shipment, 10c; and new crop, 9½c.

RUBBERSEED OIL—Market quiet but firm, tanks nominally quoted 7c; barrels, 7½c.

SESAME OIL—Market nominal.

PEANUT OIL—Market nominal.

COTTONSEED OIL—Demand was quiet and the market steady, with store oil quoted nominally ¼c over January; Southeast crude, 8½c bid; Valley, 8½c asked; Texas, 8¼c nominal.

PROGRESS IN OIL MILLING.

Why has the science of oil mill engineering—mechanical and chemical—been so long neglected by the master minds of the industry? It is true that in spots, individuals and corporations have been giving considerable attention to the problems of operation, with a view to increasing quality and quantity of production and reducing the cost. But there has been no correlation of such efforts—no associated research—no serious attempt to bring together the engineers in the industry for associated study of methods and processes.

If a revolution in oil milling methods is now pending, as predicted by many competent observers, it is due to those sporadic efforts and to the various manufacturers of oil mill machinery and equipment. All honor to those manufacturers, who through the years have been doing all the scientific thinking for the industry, and experimenting, often at great risk and even serious loss, in order to help the mills to help themselves.

It may be considered a reflection on the industry, but candor compels the statement that practically every advantageous change in methods of operation that has taken place in the past has been forced upon the reluctant buyer-mills by the superior salesmanship of the machinery men.

In most cases it has needed more than convincing demonstration of worth to effect the sales. Often it happens that some new principle of mechanics, or method of obtaining a desired result, has proven to be profitably efficient in one mill, and been abandoned as a failure by another. There is a lot of economic loss taking place in this selling of ideas and apparatus. The reason is not hard to locate.

Very few of the men who occupy the positions of superintendents, upon whom most mill managers depend for the mechanics of operation, have received education in the science of engineering. Good men and true they are—ambitious and loyal—often over-confident, but in the main, conscious of their educational deficiencies and anxious to learn.

What is this great industry, engaged as it is now in a united effort to solve the problems of profitable buying and selling, going to do about this other great problem of education in mechanical and chemical engineering?—*Cotton Oil Press*.

COTTON OIL EXPORTS.

Exports of cottonseed oil from New York, December 1, 1928, to December 26, 1928, none.

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SODIUM NITRITE

USP

THE Solvay Process Company, the oldest and largest producer of alkali in this country, provides a reliable domestic source of supply for Sodium Nitrite.

Solvay Sodium Nitrite is guaranteed to meet the exacting standard of the U. S. P. and to be of uniform high quality.

Substantial stock of Solvay Sodium Nitrite is always on hand at convenient shipping centers, assuring prompt delivery.

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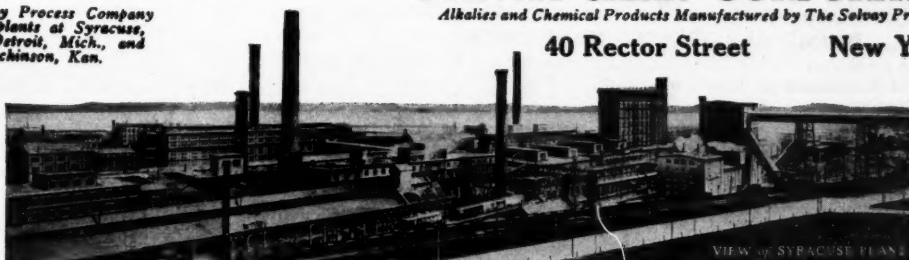
*The Solvay Process Company
operates plants at Syracuse,
N. Y., Detroit, Mich., and
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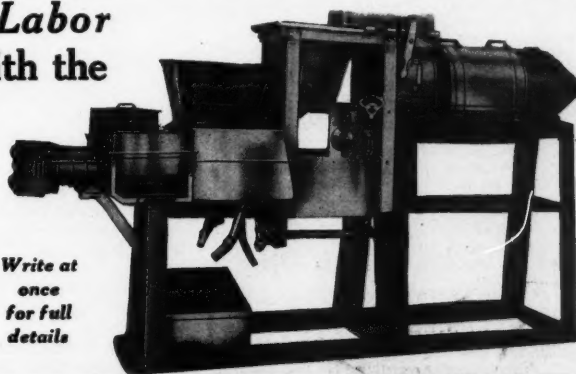
It requires less labor; is more sanitary; and more economical.

Capacity 7,000 lbs. an hour; the last word in margarine production.

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The Week's Closing Markets

FRIDAY'S CLOSINGS

Provisions.

Hog products were steadier the latter part of the week being influenced by the government pig report indicating decrease of 5,000,400 head in the fall and spring pig crops. Hogs steadier; cash trade moderate.

Cottonseed Oil.

Cottonoil was moderately active and very steady, with mixed trade, but stubborn to selling. Southeast crude 8½c bid; valley, 8½c asked; Texas, 8¼c. Cash trade was moderate and outside markets irregular, but holiday evening up offset other considerations.

Quotations on cottonseed oil at New York, Friday noon were: Jan., \$10.22@10.25; Feb., \$10.25@10.40; Mar., \$10.39@10.40; Apr., \$10.40@10.55; May, \$10.57@10.58; June, \$10.60@10.75; July, \$10.73; August, \$10.78@10.84.

Tallow.

Tallow, extra, 9@9¼c.

Stearine.

Stearine, oleo, 10¼@10½c.

FRIDAY'S GENERAL MARKETS.

New York, Dec. 28, 1928.—Lard, prime western \$11.85@11.95; middle western, \$11.75@11.85; city, 11% @ 11½c; refined continent, 12% c; South American, 12% c; Brazil kegs, 13% c; compound, 12c.

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to Dec. 28, 1928, show exports from that country were as follows: To England, 104,807 quarters; to the Continent, 26,444 quarters.

Exports of the previous week were as follows: To England, 83,563 quarters, to the Continent, 31,673.

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats were quoted by the U. S. Bureau of Agricultural Economics at Chicago and three Eastern markets on Dec. 27, 1928, as follows:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
Fresh Beef:				
STEEERS (700 lbs. up):				
Choice	\$21.00@24.00	\$21.50@23.50	\$22.00@24.50	\$23.00@25.00
Good	19.00@21.00	19.50@21.50	20.00@22.00	20.00@22.50
STEEERS (550-700 lbs.):				
Choice	22.00@24.00		22.50@25.00	24.00@26.00
Good	19.50@22.00		20.00@22.50	20.00@23.00
STEEERS (500 lbs. up):				
Medium	17.00@19.00	18.50@20.00	18.00@20.00	18.00@20.00
Common	15.00@17.00	17.00@18.50	16.00@18.00	
STEEERS (1):				
Yearling (300-550 lbs.):				
Choice	22.50@25.00		23.00@25.50	
Good	20.50@22.50		21.00@23.00	
Medium	18.00@20.50			
COWS:				
Good	15.00@16.00	15.00@16.00	16.00@18.00	16.00@16.50
Medium	13.50@15.00	14.00@15.00	15.00@16.00	15.00@15.50
Common	12.50@13.50	13.50@14.00	14.00@15.00	13.00@14.50
Fresh Veal and Calf Carcasses:				
VEALER (2):				
Choice	22.00@23.00	22.00@24.00	21.00@24.00	22.00@23.00
Good	20.00@22.00	20.00@22.00	18.00@20.00	19.00@21.00
Medium	18.00@20.00	18.00@20.00	17.00@18.00	15.00@18.00
Common	16.00@18.00	16.00@18.00	15.00@17.00	
CALF (2) (3):				
Good	16.00@18.00	17.00@18.00	16.00@17.00	
Medium	14.00@16.00	15.00@17.00	14.00@16.00	
Common	13.00@14.00	14.00@15.00	13.00@14.00	
Fresh Lamb and Mutton:				
LAMB (38 lbs. down):				
Choice	25.00@26.00	24.00@25.00	24.00@26.00	25.00@26.00
Good	24.00@25.00	23.00@24.00	23.00@24.00	24.00@25.00
Medium	23.00@24.00	21.00@23.00	21.00@23.00	24.00@25.00
Common	21.00@23.00	19.00@21.00	19.00@21.00	
LAMB (39-45 lbs.):				
Choice	25.00@26.00	23.00@24.00	24.00@25.00	25.00@26.00
Good	24.00@25.00	21.00@23.00	23.00@24.00	24.00@25.00
Medium	23.00@24.00	19.00@21.00	21.00@23.00	21.00@23.00
Common	21.00@23.00		19.00@21.00	
LAMB (46-55 lbs.):				
Choice	23.00@24.00	21.00@23.00	21.00@23.00	
Good	22.00@23.00	20.00@22.00	20.00@22.00	
MUTTON (Ewe) 70 lbs. down:				
Good	13.00@15.00	12.00@14.00	12.00@14.00	13.00@14.00
Medium	11.00@13.00	10.00@12.00	10.00@12.00	11.00@12.00
Common	9.00@11.00	9.00@10.00	8.00@10.00	9.00@11.00
Fresh Pork Cuts:				
LOINS:				
8-10 lbs. av.	17.00@18.00	16.00@17.00	16.50@18.00	16.00@18.00
10-12 lbs. av.	16.50@17.50	16.00@17.00	16.00@17.00	16.00@17.00
12-15 lbs. av.	15.00@17.00	15.50@16.50	15.00@16.00	15.00@16.00
16-22 lbs. av.	14.00@15.00	14.00@15.50	14.00@15.00	14.00@15.00
SHOULDERS N. Y. Style, Skinned:				
8-12 lbs. av.	12.50@13.50		13.50@15.00	13.00@15.00
PICNICS:				
6-8 lbs. av.		13.50@14.50		
BUTTS Boston Style:				
4-8 lbs. av.	15.00@17.00		15.00@17.00	15.00@17.00
SPARE RIBS:				
Half Sheets	12.00@13.00			
TRIMMINGS:				
Regular	8.00@8.50			
Lean	13.50@14.00			

(1) Includes heifer yearlings 450 lbs. down at Chicago and New York. (2) Includes "skin on" at New York and Chicago. (3) Includes sides at Boston and Philadelphia.

BRITISH PROVISION CABLE

(Special Cable to The National Provisioner.)

Liverpool, December 27, 1928.

General provision market quiet but firm. Trading quiet due to holiday. A. C. hams in small supply and firmly held. Pure lard fair, picnics and square shouldered rather quiet.

Today's prices are as follows: Liverpool shoulders, square, 70s; hams, American cut, 105s; hams, long cut, 108s; Cumberland cut, 74s; short backs, 82s; bellies, clear, 81s; spot lard, 61s.

EUROPEAN PROVISION CABLES.

The market at Hamburg remains the same, according to cable advices to the U. S. Department of Commerce. Receipts of lard for the week were 461 metric tons. Arrivals of hogs at 20 of Germany's most important markets were 126,000, at a top Berlin price of 18.12c a pound, compared with 133,000 at 15.50c a pound for the same week last year.

The Rotterdam market was steady. Lard demand was medium.

The market at Liverpool was dull. Continental bacon market was rather quiet. American bacon stocks were small and arrivals were light. The consumptive demand was only fair.

The total of pigs bought in Ireland for bacon curing was 30,000 for the week, compared with 21,000 for the same period last year.

The estimated slaughter of Danish hogs for the week ended December 21, 1928, was 85,793.

HIDE AND SKIN IMPORTS.

There was an increase of 86,000,000 lbs. in the import of hides and skins by the United States for the first six months of 1928, compared with the same period of 1927. The hide and skin imports in the first half of 1928 totaled 283,158,788 lbs. valued at \$84,249,312, compared with the first half of 1927 when 197,923,671 lbs. valued at \$50,671,523 were imported.

According to the U. S. Department of Commerce, cattlehides, calfskins and kipskins generally account for the largest share of the hides and skins imported into this country. Imports of all types of cattlehides in the first half of 1927 amounted to 1,925,441 pieces, weighing 92,238,417 pounds valued at \$14,612,864, increasing in the same period of 1928 to 3,366,796 pieces valued at \$38,965,328.

There was also a decided increase in the imports of calf and kipskins, the total in the first half of 1927 amounting to but 3,010,459 pieces, weighing 19,422,468 pounds, valued at \$5,256,085, increasing in the similar period of 1928 to 3,674,276 pieces, weighing 23,159,392 pounds, valued at \$8,467,202.

The total imports of sheep and lamb skins in the first half of 1928 amounted to 13,469,672 pieces, weighing 32,938,976 pounds, valued at \$10,387,067, as compared with 11,891,632 pieces, weighing 30,286,604 pounds valued at \$8,459,143 in the similar months of the preceding year. There are three classes of sheepskins shown separately in the official statistics, those being woolled, dry and green; slats, dry, no wool; and pickled skins.

Hide and Skin Markets

Chicago.

PACKER HIDES—Another quiet week has passed thus so far in the packer hide market, as was expected during the holiday season. While there has been little movement of hides during the past two weeks, the kill also has been light and stocks generally are not thought to be large. Aside from two cars of butt branded steers early at steady prices, and about 5,000 more branded steers late last week, there was little doing in the packer market until late this week, when one packer moved 11,000 November-December branded cows at 18c, a decline of $\frac{1}{2}$ c from last trading price. Branded cows had not sold earlier as freely as other descriptions. A moderate line of hides of all descriptions is offered at last trading prices, with interest somewhat draggy. The quality is showing the usual seasonal deterioration.

Spread native steers nominally 24@24 $\frac{1}{2}$ c. Heavy native steers sold late last week at 22 $\frac{1}{2}$ c for one car. There was also trading in 4,000 Canadian November-December native steers late last week, at 22 $\frac{1}{2}$ c for heavies and 21 $\frac{1}{2}$ c for lights. Extreme native steers sold last week at 21c.

Two packers each sold a car of butt branded steers mid-week at 20 $\frac{1}{2}$ c, steady. One packer moved 5,000 branded steers late last week at 20 $\frac{1}{2}$ c for butt branded steers and 19 $\frac{1}{2}$ c for Colorados, steady. Heavy Texas steers last sold at 20 $\frac{1}{2}$ c; light Texas at 19 $\frac{1}{2}$ c; and extreme light Texas at 18 $\frac{1}{2}$ c.

Heavy native cows last sold at 21c and light native cows at 19 $\frac{1}{2}$ c. Branded cows declined $\frac{1}{2}$ c late this week when one packer moved 11,000 at 18c for November-December.

Last trading in native bulls was at 15c for November-December take-off. Branded bulls last sold at 13 $\frac{1}{2}$ c for northern and 14 $\frac{1}{2}$ c for southern.

SMALL PACKER HIDES—Small packer hide market quiet, all local killers being sold up to end of year. Practically all local small packer December productions moved at 19c for all-weight native steers and cows and 17 $\frac{1}{2}$ c for branded; three killers included bulls at 14 $\frac{1}{2}$ c for native bulls and 13c for branded. However, one small packer understood to have previously sold at these figures later actually sold at 19c for native all-weights and 18c for branded, but other details involved here. Some outside lots have moved at the usual $\frac{1}{2}$ @1c differential under these figures, depending upon take-off, etc. Last trading on the Pacific Coast in November hides was at 17 $\frac{1}{2}$ c for steers and 17c for cows.

HIDE TRIMMINGS—Big packer mixed hide trimmings, sinews and pizles last sold at \$35.00; two cars new style trimmings sold equal to \$35.00, Chicago basis. Small packer trimmings nominally around \$31.00.

COUNTRY HIDES—Country hide market about steady, although buyers rather lacking in interest. Good all-weights averaging around 47 lbs. can be sold at 15 $\frac{1}{2}$ c, selected, delivered; some dealers not offering. Heavy steers and cows quoted at 15@15 $\frac{1}{2}$ c. Buff weights offered at 15 $\frac{1}{2}$ c. The 25/45 lb. extremes generally quoted at 17c for current hides, ranging up to 17 $\frac{1}{2}$ c

for earlier take-off. Bulls quoted 11c, last paid. All-weight branded priced 13@13 $\frac{1}{2}$ c, less Chicago freight.

CALFSKINS—Packer calfskins last sold at 29c for Novembers, northern basis, and a cent less for southern, and offered on this basis.

First salted Chicago city calfskins last sold on split weight basis at 26c for 8/10's and 26 $\frac{1}{2}$ c for 10/15's; buyers claim could be bought at 26c for straight weights. Outside cities quoted around 25 $\frac{1}{2}$ @26c. Mixed cities and countries around 22 $\frac{1}{2}$ @23 $\frac{1}{2}$ c.

KIPSKINS—Packer kipskins declined a cent when one big packer sold 15,000 December native kips at 24c, northern basis. Last previous trading in Novembers had been at 25c for natives, 24c over-weights and 22c for branded.

First salted Chicago city kips quoted 22 $\frac{1}{2}$ @23c asked, with last trading at top figure. Outside cities quoted around 22@22 $\frac{1}{2}$ c. Mixed cities and countries 19@20c.

Big packer regular slunks last sold at \$1.50; hairless slunks quoted nominally around 50@60c.

HORSEHIDES—Horsehides continue slow and stocks appear to have accumulated to some extent. Straight city renderers available at \$6.50, ranging down to \$5.50@6.00 asked for mixed lots, according to quality.

SHEEPSKINS—Dry pelts quoted 26@28c per lb., according to section. Last trading in big packer shearlings was a car last week, previously reported, running about 60 per cent No. 1's and 40 per cent No. 2's at \$1.40; also another part-car on same basis. Previous trading in lots running mostly No. 1's was at \$1.60, but no more of this quality available. Fall clip pelts sold last week at \$2.10. Pickled skins quoted \$9.00@9.25 per doz. straight run of packer lamb at Chicago; one packer moved three cars late this week, ribby lambs at \$8.75 and blind ribbies at \$10.00, steady with last sales. Sales in the New York market reported recently at \$9.00 and \$9.25 per doz., straight run of packer lambs. One packer recently sold ribby sheep at Chicago at \$10.00 per doz. Small packer lamb pelts \$2.00@2.10 asked for late slaughter.

PIGSKINS—Last trading in pigskin strips was at 10c for No. 1's and 9c for No. 2's, big packer specifications. Gelatine stocks last sold at 5c and more could be moved on this basis.

New York.

PACKER HIDES—City packer hide market very quiet. November hides were all cleaned up previously at 22 $\frac{1}{2}$ c for native steers, 20 $\frac{1}{2}$ c for butt brands, and 19 $\frac{1}{2}$ c for Colorados; native bulls last sold at 14 $\frac{1}{2}$ c. December hides offered at steady prices but no pressure on the market by either buyers or sellers.

COUNTRY HIDES—Country hides continue about steady, although trading rather slow. Good all-weights generally priced at 15 $\frac{1}{2}$ c. Buff weights offered at 15 $\frac{1}{4}$ @15 $\frac{1}{2}$ c. Good 25/45 lb. extremes generally 17 $\frac{1}{2}$ c asked by larger dealers, ranging down to 17c at outside points.

CALFSKINS—City calfskin market quiet and little activity expected here

until after the first of the year. Last trading in 5-7's was at \$2.45, 7-9's at \$2.87 $\frac{1}{2}$ and 9-12's at \$3.70. The 12/17 lb. veal kips quoted \$4.00, asked; 12/17 buttermilks last sold at \$3.95 and 17-lb. up kips at \$5.50.

CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ended December 22, 1928, 5,798,000 lbs.; previous week, 4,055,000 lbs.; same week, 1927, 5,644,000 lbs.; from January 1 to December 22, 1928, 221,944,000 lbs.; same period, 1927, 221,944,000 lbs.

Shipments of hides from Chicago for the week ended December 22, 1928, 5,797,000 lbs.; previous week, 5,899,000 lbs.; same week, 1927, 6,099,000 lbs.; from January 1 to December 22, 1928, 221,147,000 lbs.; same period, 1927, 254,759,000 lbs.

FRENCH IMPORT DUTIES.

The proposed French budget of 1929 contemplates levying a tax of one-tenth of 1 per cent on the value of sheepskins, dried or fresh, and on wool in bulk or on the hide, imported into France from foreign countries or French colonies, according to reports to the U. S. Bureau of Foreign and Domestic Commerce. This tax will be in addition to the regular 2 per cent business turnover tax. Merchandise in transit or in bonded warehouses will be exempt from the tax, which will be refunded on wool and hides exported in the same state in which received.

CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ended Dec. 28, 1928, with comparisons are reported as follows:

PACKER HIDES.			
	Week ended Dec. 28, '28.	Prev. week.	Cor. week 1927.
Spr. nat. str. 24	@24 $\frac{1}{2}$ n 24	@24 $\frac{1}{2}$ n 20 $\frac{1}{2}$	@27n
Hvy. nat. str.	@22 $\frac{1}{2}$	@22 $\frac{1}{2}$	@25 $\frac{1}{2}$
Hvy. Tex. str.	@20 $\frac{1}{2}$	@20 $\frac{1}{2}$	@25
Heavy butt			@25
Brnd'd str.	@20 $\frac{1}{2}$	@20 $\frac{1}{2}$	@25
Hvy. Col. str.	@19 $\frac{1}{2}$	@19 $\frac{1}{2}$	@24 $\frac{1}{2}$
Ex-light Tex.			
stra. 18	@18 $\frac{1}{2}$	@18 $\frac{1}{2}$	23b @23 $\frac{1}{2}$ ax
Brnd'd cows.	@18	@18 $\frac{1}{2}$	23b @23 $\frac{1}{2}$ ax
Hvy nat. cows	@21	@21	24b @24 $\frac{1}{2}$ ax
lt. nat. cows	@19 $\frac{1}{2}$	@19 $\frac{1}{2}$	23 $\frac{1}{2}$ b @24ax
Nat. bulls	@15	@15	19 $\frac{1}{2}$ @20
Brnd'd bulls 13 $\frac{1}{2}$	@14 $\frac{1}{2}$	13 $\frac{1}{2}$ @14 $\frac{1}{2}$	18 @18 $\frac{1}{2}$ ax
Calfskins	@29ax	@29	@30
Kips. nat.	@24	@25	27 @27 $\frac{1}{2}$ n
Kips. ov-wt. 23	@24n	@24	27 @27 $\frac{1}{2}$ n
Kips. brnd'd 21 $\frac{1}{2}$	@22n	@22	24 $\frac{1}{2}$ @25n
Slunks, reg.	@1.50	@1.50	@1.50
Slunks, hris. 50	@60	@55n	62 $\frac{1}{2}$ @1.00

Light native, butt branded and Colorado steers 1c per lb. less than heavies.

CITY AND SMALL PACKERS.

Nat. all-wts.	@19	@19	@23 $\frac{1}{2}$
Branded	@17 $\frac{1}{2}$	@17 $\frac{1}{2}$	@25
Nat. bulls	@14 $\frac{1}{2}$	@14 $\frac{1}{2}$	@19b
Brnd'd bulls.	@13	@13	17 @17 $\frac{1}{2}$ n
Calfskins 26	@26 $\frac{1}{2}$	@26 $\frac{1}{2}$	@28
Kips	@22 $\frac{1}{2}$ ax	@22 $\frac{1}{2}$ ax	@26ax
Slunks, reg.	@1.25	@1.25	1.25 @1.35n
Slunks, hris. 45	@50	@50n	90 @1.00n

COUNTRY HIDES.

Hvy. str. 15	@15 $\frac{1}{2}$	@15 $\frac{1}{2}$ ax 21	@21 $\frac{1}{2}$ ax
Hvy. cows. 15	@15 $\frac{1}{2}$	@15 $\frac{1}{2}$ ax 19 $\frac{1}{2}$	@20
Butts	@15 $\frac{1}{2}$ ax 15 $\frac{1}{2}$	@15 $\frac{1}{2}$	21 @21 $\frac{1}{2}$
Extremes	@17 $\frac{1}{2}$	@17 $\frac{1}{2}$	22 $\frac{1}{2}$ @23 $\frac{1}{2}$ ax
Bulls	@11	@11	@17ax
Calfskins 18	@19	@19	22 @22n
Kips	@18	@18	21 @22n
Light calf 1.40	@1.50	1.40@1.50	1.30@1.60
Deacons	1.40@1.50	1.40@1.50	1.25@1.40
Slunks, reg. 70	@80	@80	75 @1.00
Slunks, hris. 25	@30	@30	20 @30
Horsehides	5.50@6.50	5.50@6.50	8.50@9.25ax
Hogskins	@70	@80	75 @80

SHEEPSKINS.

Pkr. lambs. 1.50@2.10	1.50@2.10	2.25@2.75
Sml. pkr.		
lambs	1.90@2.05	1.90@2.05
Pkr. shearings	@1.40	@1.40 1.20@1.25
Dry pelts	@28	26 @28 25 @27

Live Stock Markets

CHICAGO

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, Dec. 27, 1928.

CATTLE—Compared week ago: Weighty steers lost most of early advance, but closed about 25c higher; light steers and yearlings, 25@50c up, fat she-stock showing comparable advance; bulls, 15@25c higher; and vealers largely \$2.00 higher. Uneven distribution made for flighty market on steers, heavy kinds advancing 50c@ \$1.00 on Monday, but losing big share of upturn on post-Christmas sessions; supply figures sharply under week earlier. Short fed steers of value to sell at \$14.50 downward to \$11.50 predominated; practical top long yearlings, \$15.75; medium weights, \$15.90; and weighty steers, \$15.50; short load prime yearlings made \$17.00, however, and outstanding load of 1,620-lb. averages, \$16.75. As week closed, most beef cows were selling \$7.50@10.00; cutters, \$6.00@6.75; sausage bulls, \$8.25@9.25, with heavies up to \$9.50, while veal calves were top-heavy at \$15.25@16.50, for 98@175-lb. averages.

HOGS—Light receipts, due partially to holiday Tuesday and combined with broad shipping demand, forced hog prices 35@60c higher early in the week, but a run of 50,000 Thursday and a sharp falling off in shipping demand enabled buyers to take off 35@40c of the advance. In comparison with last Thursday, hogs scaling over 170 lbs.

are 20@25c higher, light lights showing 25@50c advance; pigs, 50@75c; packing sows in dull demand, steady to 10c higher; today's top, \$9.00. The bulk of the good and choice hogs scaling from 170@300 lbs. selling from \$8.60@8.85; 140@160 lb. weights, \$8.25@8.75; pigs, \$7.50@8.50; packing sows, \$7.75@8.25.

SHEEP—Light receipts and broad shipping demand prompted a climbing market, choice fat lambs gaining 65@75c from a week ago, while cull to medium kinds advanced 25@50c. Yearling wethers strong to 25c higher; fat ewes strong; week's top, fat lambs, \$15.50, few decks, \$15.35@15.45; bulk, \$15.00@15.25; native throwouts, \$11.50@12.50; yearlings, \$12.00@12.50; fat ewes, \$8.00 down; throwouts, \$4.00@5.00.

KANSAS CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Kans., Dec. 27, 1928.

CATTLE—Although receipts of cattle for the holiday period were rather limited, the demand for the better grades of fed steers and yearlings selling above \$12.00 was narrow and final prices are steady to 25c lower than a week ago. Lower priced offerings met a better outlet as a result of the scarcity of she-stock, and are steady to 25c higher. All classes of fat she-stock closed at 15@25c higher rates, while cutter grades held steady. Bull prices

are unchanged. Vealers were in light supply and are around \$1.00 higher with the late top at \$14.00. Best fed yearlings sold at \$14.25, and best heavy steers went at \$14.10. Bulk of the short feds cleared from \$10.50@13.25.

HOGS—Trade in hogs ruled very uneven but the general trend of prices was toward higher levels. Final values are mostly 30@40c over the same day last week, with lighter weights showing the full advance. The week's top reached \$8.85 on Wednesday's session, but at the close \$8.65 took comparable grades of light and medium weight offerings. Packing grades were higher early in the week but closed steady at \$7.25@7.75.

SHEEP—The light supply of fat lambs met an urgent demand and advances of 75c@1.00 were scored over a week ago. Choice fed western lambs brought \$14.85 on Thursday's session for the week's top, and the bulk of the arrivals cashed from \$14.25@14.65. Best shorn lambs sold at \$13.25, with others at \$12.50@13.00. Sheep were scarce and final prices are 35@50c higher. Desirable fat ewes went at \$8.00.

OMAHA

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, Dec. 27, 1928.

CATTLE—Very light receipts of all classes provided strength to the market and prices worked unevenly higher. Weighty steers and medium weights closed the week strong to 25c higher; yearlings and light steers, 25@50c higher; she-stock, 25@50c higher; bulls,

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strong to 25c higher; and veals, 50c higher. Good weighty steers earned \$14.00, and a part load of choice yearlings, \$16.00. Practical top on veals, \$13.00.

HOGS—While there has been considerable fluctuation in hog values during the period, the advances more than off-set the decline and, comparison Thursday with Thursday, show values 10@15c higher. Thursday's top was \$8.45, with bulk 180@300-lb. lights and butchers selling \$8.25@8.40.

SHEEP—There has been a series of sensational advances in the fat lamb and fat sheep trade during the period, with comparisons Thursday with Thursday uncovering a net upturn of \$1.00 on fat lambs, \$1.00@1.50 on yearlings, and 50@75c on fat sheep. The peak of the advance was registered on Thursday of this week, with bulk of fed lambs \$14.25@14.75; top, \$15.00.

SIoux CITY

(Special Letter to The National Provisioner.)

Sioux City, Ia., Dec. 27, 1928.

CATTLE—Slaughter steers, yearlings and she-stock retained mild advances over late last week, while bulls registered a 50c upturn and vealers held practically steady. Choice yearlings topped at \$16.25, and most grain-feds cleared at \$10.50@12.25. Best light weight heifers scored \$14.00, and the bulk went at \$10.25@11.60, with most beef cows, \$7.50@8.50. Medium bulls reached \$8.50; vealers topped at \$12.50.

HOGS—After reaching high levels for the month, values dropped but remained mostly 25c higher for the week. Choice 240@280-lb. butchers topped late at \$8.50 and desirable offerings, 180-lbs. up, bulked at \$8.25@8.40. Packing sows arrived in small numbers and sold largely at \$7.60@7.75.

SHEEP—Slaughter lambs scored 50@65c gains and attained new high levels since early September. The late top reached \$14.65 and few desirable offerings sold below \$14.25. Fat ewes advanced mostly \$1.00 and topped at \$8.00.

ST. PAUL

(Reported by U. S. Bureau of Agricultural Economics.)

South St. Paul, Minn., Dec. 26, 1928.

CATTLE—Major killers have succeeded in holding the cattle market to about in line with last week, despite the efforts of sellers to bring about an upturn on the strength of the light runs offered. Top shortfeds steers reached \$12.50, the bulk, \$9.50@11.00; fat cows, \$6.75@8.00; heifers, \$7.75@9.00. Cutters held at \$5.25@6.50; bulls, \$8.00@8.25; with vealers today, \$13.00@13.50.

HOGS—Holiday influences boosted hog values unevenly 25@40c on lights and butchers, these selling today at \$8.60 mostly, a few to \$8.65. Light lights scored a 50c upturn and turned at \$8.50; pigs, a 25c advance at \$8.25; packing sows at \$8.00 being steady to 25c up.

SHEEP—Fat lamb values were unevenly 50@75c higher, desirable offerings today selling at \$14.50 or the highest since early September. Culls sold anywhere from \$10.00@11.50; heavy lambs to \$12.00; ewes, \$6.50@7.75.

ST. LOUIS

(Reported by U. S. Bureau of Agricultural Economics.)

East St. Louis, Ill., Dec. 27, 1928.

CATTLE—Compared with week ago: Steers, weighty mixed yearlings and heifers sold about steady; light mixed yearlings and heifers, 25c higher; kinds on order of heavy calves, 50c up; cows and low cutters largely steady, some cows higher; bulls, steady to 25c higher, weighty butcher bulls up most; good and choice vealers, \$1.25@1.75 higher. Tops for week: 1086-lb. matured steers, \$13.00; 920-lb. yearlings, \$13.15; 607-lb. mixed yearlings, \$12.50; 692-lb. heifers, \$10.75.

HOGS—Slackened receipts and broad shipping demand pushed hog prices sharply upward top reaching \$9.15 on two days. Today's market was 10@15c lower on the average and 35@40c higher than a week ago.

SHEEP—Lamb prices advanced 75c @ \$1.00 this week, packers taking native and fed western lambs today at \$14.25 @ 14.75. Fat ewes are unchanged at \$4.50@7.00.

ST. JOSEPH

(Reported by U. S. Bureau of Agricultural Economics.)

St. Joseph, Mo., Dec. 27, 1928.

CATTLE—Buyers took a fancy to yearling steers this week and bid prices up 25c, but with this exception the steer trade was a steady to 25c lower deal, medium kinds off most. She-stock found a steady to strong demand, except in the case of low grade cows which took a 25@40c penalty. Bulls sold 25c lower; vealers, steady. The market lacked anything choice in the steer line and \$14.00 took the best.

HOGS—A short Christmas week supply sent hogs into an advance which carried the top to \$8.85. The market later reacted sharply but was still 15 @ 25c better for the week; bulk of late offerings, 180 lbs. and over, \$8.25@8.40; top, \$8.50.

SHEEP—Fat lambs moved \$1.00 and more higher; aged sheep about 50c higher; week's top, western lambs, \$14.85; bulk, \$14.60@14.85; best natives, \$14.50 and \$14.60; top mutton ewes, \$8.00.

CANADIAN CATTLE TO U. S.

Exports of live cattle from Canada for the 12 months ended April 30, 1928, according to data compiled by the U. S. Department of Agriculture, totaled 288,190 head, against 218,367 head for the preceding 12 months.

Practically all of the 1927-28 exports came to the United States, and Canadian stockmen are anticipating a continuation of the heavy movement of cattle to this country. Reports indicate a definite tendency toward increased breeding operations, particularly for stocker and feeder cattle for finishing in the United States.

British Columbia is said to offer favorable inducements for the expansion of Canadian cattle activities. Some difficulty is reported, however, in trying to build up cattle numbers while supplying at the same time the market demand for young beef.

RECEIPTS AT CHIEF CENTERS.

Combined receipts of cattle, hogs and sheep at principal markets for week ended December 22, and comparative periods:

At 20 markets:	Cattle.	Hogs.	Sheep.
Week ended Dec. 22.....	172,000	599,000	255,000
Week ago.....	261,000	900,000	305,000
1927.....	181,000	620,000	214,000
1928.....	193,000	585,000	200,000
1925.....	183,000	516,000	177,000
At 11 markets:	Hogs.		
Week ended Dec. 22.....	783,000		
Previous week.....	796,000		
1927.....	550,000		
1926.....	518,000		
At 7 markets:	Cattle.	Hogs.	Sheep.
Week ended Dec. 22.....	128,000	649,000	195,000
Previous week.....	190,000	644,000	227,000
1927.....	126,000	448,000	169,000
1928.....	155,000	468,000	142,000
1925.....	140,000	402,000	140,000
1924.....	121,000	594,000	137,000

*Calves at Omaha, St. Louis and St. Joseph counted as cattle previous to 1927.

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SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ended December 22, 1928, with comparisons:

CATTLE.			
	Week ended Dec. 22.	Prev. week.	Cor. week 1927.
Chicago	22,824	20,483	15,112
Kansas City	16,383	12,241	18,234
Omaha	12,313	17,580	7,986
St. Louis	9,738	13,701	7,921
St. Joseph	6,639	7,785	7,978
Sioux City	6,054	9,682	7,978
Wichita	1,786	1,915	8,377
Fort Worth	1,232	1,532	2,150
Philadelphia	710	2,162	3,771
Indianapolis	1,811	1,758	9,352
Boston	8,960	9,545	9,352
New York & J. C.	3,801	3,940	2,982
Oklahoma City	2,426	3,428	2,426
Cincinnati	3,144	4,214	3,144
Denver			
Total	97,821	136,353	82,422

HOGS.			
	Week ended Dec. 22.	Prev. week.	Cor. week 1927.
Chicago	248,100	218,800	133,200
Kansas City	47,408	48,429	14,116
Omaha	51,364	45,419	24,830
St. Louis	46,584	57,849	31,980
St. Joseph	39,345	32,153	16,170
Sioux City	43,271	30,539	32,610
Wichita	7,535	5,862	7,535
Fort Worth	17,566	18,986	21,051
Philadelphia	40,717	41,478	42,056
Indianapolis	30,493	29,823	30,493
Boston	63,343	68,238	72,212
New York & J. C.	8,960	6,801	8,929
Oklahoma City	25,438	26,839	25,438
Cincinnati	15,939	8,838	15,939
Denver			
Total	689,832	649,175	392,713

LIVESTOCK PRICES AT LEADING MARKETS.

Following are livestock prices at five leading Western markets on Thursday, Dec. 27, 1928, as reported to THE NATIONAL PROVISIONER by leased wire of the Bureau of Agricultural Economics, U. S. Department of Agriculture:

Hogs (Soft or oily hogs and roasting pigs excluded):		CHICAGO	E. ST. LOUIS	OMAHA	KANS. CITY	ST. PAUL
Hvy. wt. (250-350 lbs.) med-ch.		\$ 8.40@ 8.85	\$ 8.60@ 8.85	\$ 8.00@ 8.40	\$ 8.15@ 8.60	\$ 8.25@ 8.50
Med. wt. (200-250 lbs.) med-ch.		8.40@ 8.85	8.60@ 8.90	8.05@ 8.40	8.15@ 8.65	8.35@ 8.50
Lt. wt. (160-200 lbs.) com-ch.		8.25@ 8.85	8.50@ 8.90	7.75@ 8.40	8.10@ 8.65	8.25@ 8.50
Lt. lt. (130-160 lbs.) com-ch.		7.75@ 8.75	8.00@ 8.85	7.25@ 8.25	7.75@ 8.50	8.25@ 8.40
Packing sows, smooth and rough		7.60@ 8.15	7.35@ 7.85	7.40@ 8.00	7.00@ 7.85	7.75@ 8.15
Rtr. pigs (130 lbs. down) med-ch.		8.00@ 8.50	8.00@ 8.25	6.75@ 7.85	7.00@ 8.25	7.00@ 8.25
Av. cost and wt., Tue. (pigs excl.)		8.99-224 lb.	8.78-204 lb.	8.51-236 lb.	8.62-246 lb.	8.54-217 lb.
Slaughter Cattle and Calves:						
STEERS (1,500 LBS. UP):						
Good-ch.		13.25@16.00				
STEERS (1,300-1,500 LBS.):						
Choice		15.25@16.00	14.50@16.00	14.75@16.25	14.00@15.75	14.75@15.75
Good		13.25@15.25	11.75@14.50	12.00@14.75	12.00@14.00	12.00@14.75
STEERS (1,100-1,300 LBS.):						
Choice		15.25@16.25	14.75@16.00	14.75@16.25	14.00@16.00	14.75@15.75
Good		13.25@15.25	11.75@14.75	12.25@14.75	11.75@14.25	12.00@14.75
STEERS (950-1,100 LBS.):						
Choice		15.50@16.75	14.75@16.50	15.00@16.75	14.25@16.50	14.50@16.25
Good		13.25@15.50	11.75@14.75	12.25@15.00	11.75@14.50	12.00@14.50
STEERS (800 LBS. UP):						
Medium		11.25@13.25	10.25@11.75	11.00@12.25	10.00@12.00	10.25@12.00
Common		9.00@11.25	8.00@10.25	8.25@11.00	8.00@10.00	7.75@10.25
STEERS (FEED CALVES AND YEARLINGS 750-950 LBS.):						
Choice		15.25@16.25	14.50@16.25	14.75@16.25	14.75@16.25	14.25@15.25
Good		13.00@15.25	11.75@14.50	12.00@14.75	11.75@14.75	11.50@14.25
HEIFERS (850 LBS. DOWN):						
Choice		13.00@14.00	12.75@13.75	12.75@13.50	13.00@14.00	10.75@12.75
Good		11.25@13.00	10.75@12.75	10.75@12.50	11.00@13.00	10.75@12.75
Common-med.		8.00@11.25	7.25@10.75	7.25@10.75	7.50@11.00	11.00@13.00
HEIFERS (850 LBS. UP):						
Choice		11.25@13.50	10.75@13.00	10.75@13.00	10.75@13.25	9.75@12.00
Good		10.25@13.00	9.25@12.75	9.50@12.00	9.50@12.75	8.00@10.75
Medium		9.00@11.25	7.75@10.50	8.00@10.75	8.00@11.00	9.50@10.25
COWS:						
Choice		10.25@11.25	9.25@10.25	9.50@10.50	9.75@10.50	8.00@ 9.50
Good		8.75@10.25	8.00@ 9.25	8.50@ 9.50	8.25@ 9.75	7.00@ 8.50
Common-med.		6.75@ 8.75	6.75@ 8.00	6.75@ 8.50	6.75@ 8.25	5.00@ 7.00
Low cutter and cutter.		5.75@ 6.75	4.75@ 6.75	5.25@ 6.75	5.25@ 6.75	8.25@ 9.50
BULLS (YEARLINGS EXC.):						
Beef Good-ch.		9.50@11.50	8.75@10.50	8.50@ 9.75	8.50@ 9.50	7.00@ 8.50
Cutter-med.		7.50@ 9.50	6.25@ 8.75	6.25@ 8.50	6.25@ 8.50	7.50@11.50
CALVES (500 LBS. DOWN):						
Medium-ch.		9.00@12.00	8.50@11.75	8.00@11.00	8.50@12.50	5.50@ 7.50
Cull-common		5.50@ 9.00	6.00@ 8.50	5.50@ 8.00	6.00@ 8.50	11.00@13.50
VEALERS (MILK-FED):						
Good-ch.		14.50@16.50	15.75@17.25	12.00@13.00	11.00@14.00	11.50@14.50
Medium		13.00@15.00	13.25@15.75	10.00@12.00	9.00@11.00	8.00@11.00
Cull-common		7.50@13.00	6.00@13.25	6.50@10.00	6.00@ 9.00	5.50@ 8.50
SLAUGHTER SHEEP AND LAMBS:						
Lambs (64 lbs. down) good-ch.		14.25@15.50	13.75@14.75	14.00@15.00	14.00@14.85	14.00@14.75
Lambs (92 lbs. down) medium.		12.75@14.25	12.50@13.75	12.75@14.00	12.75@14.00	12.50@14.00
Lambs (all weights) cull-common						
Yearling wethers (110 lbs. down) medium-choice		9.00@12.75	9.00@12.50	9.50@12.75	9.00@12.75	10.25@12.50
Ewes (120 lbs. down) med-ch.		9.50@12.75	8.00@11.75	9.50@12.50	9.25@12.50	
Ewes (120 lbs. down) med-ch.		6.00@ 8.00	5.25@ 7.00	6.25@ 8.00	6.00@ 8.00	6.00@ 8.00
Ewes (120-150 lbs.) med-ch.		5.50@ 7.75	4.25@ 6.50	6.00@ 7.75	5.75@ 7.75	5.75@ 8.00
Ewes (all weights) cull-common		2.25@ 6.00	1.50@ 5.25	2.50@ 6.25	2.75@ 6.00	2.50@ 6.00

SHEEP.

Chicago	43,366	41,163	34,235
Kansas City	18,469	22,527	15,167
Omaha	26,306	33,023	24,263
St. Louis	5,007	6,868	8,380
St. Joseph	18,918	21,563	13,498
Sioux City	13,420	13,838	12,281
Wichita	882	674	1,000
Fort Worth	3,931	5,533	5,215
Indianapolis	655	879	805
Boston	4,034	5,589	5,589
New York & J. C.	51,622	60,433	46,601
Oklahoma City	242	363	120
Cincinnati	989	1,572	1,572
Denver	1,749	2,024	1,749
Total	189,530	216,987	160,565

CHICAGO HOG PURCHASES.

Purchases of hogs by Chicago packers for the week ended Thursday, Dec. 27, 1928, with comparisons:

	Week ended Dec. 27.	Prev. week.	Cor. week 1927.
Armour & Company	4,281	17,122	6,070
Anglo-American Prov. Co.	2,451	8,859	2,200
Swift & Co.	5,207	16,593	5,343
G. H. Hammond Co.	2,135	8,725	2,475
Morris & Co.	3,447	10,503	3,875
Wilson & Co.	6,893	13,283	7,197
Boyd-Lunham Co.	3,104	7,603	2,356
Western Pkg. & Prov. Co.	9,854	9,274	6,613
Roberts & Oake	3,407	10,534	4,963
Miller & Hart	3,507	8,274	5,279
Independent Pkg. Co.	2,062	6,979	2,195
Brennan Pkg. Co.	6,426	7,981	4,800
Agar Pkg. Co.	3,527	8,531	3,653
Total	56,301	134,331	56,716

RECEIPTS AT CENTERS

SATURDAY, DECEMBER 22, 1928.

	Cattle.	Hogs.	Sheep.
Chicago	200	10,000	200
Kansas City	300	2,700	100
Omaha	103	5,100	100
St. Louis	100	4,600	300
St. Joseph	100	2,500	300
Sioux City	200	2,000	300
St. Paul	300	1,500	900
Oklahoma City	100	500	100
Fort Worth	1,500	300	100
Milwaukee	100	100	100
Denver	500	300	1,900
Louisville	100	500	100
Wichita	250	1,300	100
Indianapolis	100	4,000	100
Pittsburgh	100	1,000	100
Cincinnati	100	1,500	500
Buffalo	100	1,500	400
Cleveland	100	500	200
Nashville, Tenn.	100	300	200
Toronto	200	300	400

MONDAY, DECEMBER 24, 1928.

	Cattle.	Hogs.	Sheep.
Chicago	7,000	27,000	10,000
Kansas City	4,000	8,000	2,000
Omaha	1,500	7,000	1,800
St. Louis	1,600	10,500	3,500
St. Joseph	800	4,000	2,000
Sioux City	800	4,500	700
St. Paul	1,300	9,000	1,000
Oklahoma City	300	1,200	100
Fort Worth	700	1,500	700
Milwaukee	200	300	100
Denver	400	1,000	100
Louisville	200	1,000	100
Wichita	1,200	2,000	100
Indianapolis	400	4,500	200
Pittsburgh	200	3,000	1,000
Cincinnati	100	1,000	200
Buffalo	600	5,500	3,500
Cleveland	300	3,000	1,700
Nashville, Tenn.	300	600	200
Toronto	1,700	400	200

TUESDAY, DECEMBER 25, 1928.

HOLIDAY.

WEDNESDAY, DECEMBER 26, 1928.

	Cattle.	Hogs.	Sheep.
Chicago	15,000	27,000	11,000
Kansas City	10,000	10,000	7,000
Omaha	4,500	10,000	9,000
St. Louis	4,500	17,500	1,800
St. Joseph	4,000	7,000	5,400
Sioux City	2,000	8,000	500
St. Paul	1,000	4,500	600
Oklahoma City	300	800	100
Fort Worth	700	500	300
Milwaukee	500	1,500	100
Denver	200	2,000	1,000
Louisville	400	1,000	100
Wichita	300	3,400	100
Indianapolis	1,000	13,000	600
Pittsburgh	100	5,500	500
Cincinnati	600	6,100	250
Buffalo	200	4,800	2,000
Cleveland	200	2,800	1,100
Nashville, Tenn.	200	800	100
Toronto	300	400	500

THURSDAY, DECEMBER 27, 1928.

	Cattle.	Hogs.	Sheep.
Chicago	7,000	50,000	14,000
Kansas City	3,000	10,000	4,000
Omaha	2,000	16,000	11,000
St. Louis	2,400	15,500	1,000
St. Joseph	1,600	8,000	2,500
Sioux City	1,500	15,000	4,500
St. Paul	1,500	7,500	1,000
Oklahoma City	300	800	100
Fort Worth	800	600	50
Milwaukee	600	2,500	100
Denver	300	1,400	2,000
Louisville	100	800	200
Wichita	200	2,250	100
Indianapolis	800	11,000	400
Pittsburgh	1,000	1,000	1,400
Cincinnati	100	3,500	200
Buffalo	100	1,000	200
Cleveland	200	3,000	2,000
Nashville, Tenn.	100	600	100
Toronto	300	300	400

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ended Saturday, December 22, 1928, with comparisons, are reported to The National Provisioner as follows:

CHICAGO.

	Cattle.	Hogs.	Sheep.	
Armour & Co.	5,970	14,300	19,786	
Swift & Co.	5,135	24,800	11,298	
Morris & Co.	2,576	42,500	6,002	
Wilson & Co.	3,546	32,100	6,280	
Anglo-Amer. Prov. Co.	1,270	10,400		
G. H. Hammond Co.	1,555	9,900		
Libby, McNeill & Libby.	703			
Brennan Packing Co.	7,400	hogs; Miller & Hart, 7,800 hogs; Independent Packing Co., 6,600 hogs; Boyd, Lanham & Co., 6,900 hogs; Western Packing & Provision Co., 11,400 hogs; Roberts & Oake, 11,900 hogs; Agar Pkg. Co., 7,000 hogs; others, 55,100 hogs.		
Totals:	Cattle, 22,824; calves, 9,152; hogs, 248,100; sheep, 49,386.			

KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	1,804	724	7,951	2,767
Cudahy Pkg. Co.	2,802	673	5,712	4,591
Fowler Pkg. Co.	390			
Morris & Co.	1,895	468	3,384	1,854
Swift & Co.	3,052	516	21,752	4,429
Wilson & Co.	3,011	361	7,415	4,516
Local butchers	649	33	1,194	52
Total	13,610	2,773	47,408	18,400

OMAHA.

	Cattle and Calves.	Hogs.	Sheep.
Armour & Co.	3,167	12,751	7,712
Cudahy Pkg. Co.	3,740	10,752	6,940
Dold Pkg. Co.	688	8,525	
Morris & Co.	1,604	3,660	4,257
Swift & Co.	3,395	8,085	12,008
Eagle Pkg. Co.	42	6	
Hoffman Brothers	32		
Mayerowich & Vail	25		
Omaha Pkg. Co.	57		
J. Roth & Sons	73		
J. Rife Pkg. Co.	8		
Se. Omaha Pkg. Co.	42		
Lincoln Pkg. Co.	115		
Morrell Pkg. Co.	165		
Nagle Pkg. Co.	184		
Sinclair Pkg. Co.	123		
Wilson & Co.	97		
Kennett-Murray Co.		3,652	
J. W. Murphy		8,690	
Others		11,013	
Total	13,551	67,128	30,917

ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	902	637	4,555	967
Swift & Co.	2,416	968	9,383	1,665
Morris & Co.	1,344	437	1,441	293
East Side P. Co.	957		6,532	
All others	4,029	1,013	24,673	2,052
Total	9,738	3,065	46,584	5,007

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	2,137	714	10,639	13,480
Armour & Co.	1,687	500	9,188	3,217
Morris & Co.	1,330	198	10,324	2,212
Others	1,545	8	9,555	2,314
Total	6,699	1,420	48,706	21,232

SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	2,069	228	15,297	4,269
Armour & Co.	2,020	230	14,951	4,601
Swift & Co.	1,480	218	8,276	4,216
Smith Bros.			94	
Local butchers	117	9		
Others	677	47	8,594	4,744
Total	6,363	732	47,212	17,770

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Morris & Co.	1,104	620	3,806	174
Wilson & Co.	1,390	598	3,834	68
Others	83		389	
Total	2,577	1,224	8,089	242

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	2,170	3,327	25,582	3,646
Cudahy Pkg. Co.	483	1,343		
Hertz Bros.	161	47		
Swift & Co.	3,301	5,133	36,463	5,518
United Pkg. Co.	956	53		2
Others	531	39	9,906	128
Total	7,602	9,942	72,041	9,294

DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	784	159	4,718	2,124
Armour & Co.	1,008	165	4,047	621
Haynes-Murphy	212	98	2,524	
Others	325	141	1,144	129
Total	2,329	563	12,433	2,874

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	920	470	12,847	874
Dold Pkg. Co.	281	21	5,613	8
Wichita Dressed Beef	22			
Dunn-Ostertag	36			
Keefe-LeSturgeon	38			
Total	1,295	491	18,460	882

MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	1,113	5,807	11,570	250
U. D. B. Co., N. Y.	35			
The Layton Co.			1,516	
R. Gumz & Co.	129		131	
Armour & Co., Milw.	507		2,736	
Cudahy Bros. Co.	28			
Butchers	262	157	419	129
Traders	253	53	14	4
Total	2,350	8,753	13,650	383

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Foreign	940	2,054	21,528	2,137
Kingan & Co.	377	589	41,550	780
Indianapolis Abt. Co.	875	14	1,062	
Armour & Co.	459	25	3,645	72
Hilgemier Bros.			1,211	
Brown Bros.	134	17	148	
Schusler Pkg. Co.	22		416	
Riverview Pkg. Co.			190	
Meier Pkg. Co.	81	4	332	3
Ind. Prov. Co.	59	18	372	34
Maas-Hartman Co.	29			
Art Wabnitz	9	49		27
Hoosier Abt. Co.	17			
Others	375	77	503	278
Total	3,577	2,851	70,963	3,347

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
C. A. Freund	107	42	183	
S. W. Gall		26		259
J. Hübner & Son.	121			53
Gus. Juengling	177	121		43
E. Kahn's Sons Co.	739	277	6,596	143
Kroger G. & B. Co.	106	80	3,121	
Lohrey Pkg. Co.	1		327	
H. H. Meyer P. Co.	38		4,263	
W. G. Rehn & Son.	138	40		
A. Sander Pkg. Co.	5		2,137	
J. Schlachter & Son	214	187		135
J. & F. Schroth P. Co.	15		4,197	
Vogel & Son	7	2	520	
J. F. Stegner	296	133		
Total	1,936	908	21,344	633

RECAPITULATION.

Recapitulation of packers' purchases by markets for the week ended December 22, 1928, with comparisons:

	Week ended Dec. 22.	Prev. week.	Cor. week.
Chicago	22,824	29,483	15,112
Kansas City	13,610	17,478	15,194
*Omaha	13,551	17,672	14,204
St. Louis	9,738	13,701	7,621
St. Joseph	6,699	8,718	7,225
Sioux City	6,363	9,745	7,740
Okla. City	2,577	2,850	2,038
Indianapolis	3,577	5,670	4,257
Cincinnati	1,906	2,048	1,307
Milwaukee	2,350	3,362	2,506
Wichita	1,295	1,438	2,179
Denver	2,329	4,145	2,142
St. Paul	7,602	13,590	8,846
Total	94,421	129,913	90,761

*Includes calves.

HOGS.

	248,100	218,800	133,200
Kansas City	47,408	48,429	14,116
Omaha	67,128	61,460	42,870
St. Louis	46,584	57,849	34,202
St. Joseph	48,706	39,429	23,297
Sioux City	47,212	46,213	39,766
Okla. City	8,089	8,601	4,129
Indianapolis	70,963	82,088	48,327
Cincinnati	21,344	24,897	17,056
Milwaukee	13,650	17,151	8,791
Wichita	18,460	17,268	9,027
Denver	12,433	10,671	6,522
St. Paul	72,041	101,025	55,186
Total	722,148	732,061	466,489

SHEEP.

	43,306	41,163	34,235
Kansas City	18,406	22,597	15,167
Omaha	30,917	30,640	24,716
St. Louis	5,007	6,868	8,380
St. Joseph	21,232	25,907	16,028
Sioux City	17,770	17,154	13,752
Okla. City	242	363	120
Indianapolis	3,347	4,108	4,255
Cincinnati	1,381	1,808	888
Milwaukee	353	851	819
Wichita	882	674	691
Denver	2,874	3,191	915
St. Paul	9,294	14,519	5,370
Total	154,356	160,355	124,816

CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods are reported as follows:

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Dec. 17	12,003	2,552	50,484	12,815
Tues., Dec. 18	7,430	2,067	41,615	15,281
Wed., Dec. 19	11,106	2,287	33,617	12,667
Thurs., Dec. 20	7,506	3,560	69,542	13,017
Fri., Dec. 21	1,900	1,357	54,490	9,981
Sat., Dec. 22	200	200	10,000	2,000
Total this week	42,745	12,013	259,743	66,981
Previous week	62,308	14,864	225,410	66,056
Year ago	38,410	13,393	175,118	32,752
2 years ago	46,732	13,586	139,478	53,696

Year's receipts to Dec. 22, with comparative totals.

	December 1928.	1927.	1928.	1927.
Cattle	163,696	168,777	2,450,228	2,837,678
Calves	43,073	46,061	749,252	700,441
Hogs	728,396	671,018	8,317,448	7,533,889
Sheep	220,404	257,011	8,802,345	3,749,638

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Dec. 17	2,635	68	7,618	5,801
Tues., Dec. 18	2,005	163	4,932	2,749
Wed., Dec. 19	3,012	94	6,625	3,707
Thurs., Dec. 20	2,161	310	2,970	3,783
Fri., Dec. 21	1,139		10,085	5,431
Sat., Dec. 22	100		4,000	1,000
Total this week	11,652	637	32,235	22,471
Previous week	19,165	968	23,051	20,410
Year ago	15,148	694	37,700	27,570
2 years ago	16,223	949	45,285	17,700

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lamb.
Week ended Dec. 22	\$12.75	\$8.60	\$6.80	\$14.15
Previous week	12.70	8.55	6.35	13.65
1927	13.00	8.35	5.95	12.65
1926	9.80	11.55	5.80	12.00
1925	9.60	10.85	5.25	15.35
1924	9.45	9.95	5.25	17.80
1923	9.35	7.00	7.00	12.75
Av. 1923-1927	\$10.25	\$9.55	\$7.05	\$14.15

SUPPLIES FOR CHICAGO PACKERS.

Net supply of cattle, hogs and sheep for packers at the Chicago Stock Yards:

	Cattle.	Hogs.	Sheep.
*Week ended Dec. 22	31,000	228,000	44,000
Previous week	43,143	262,359	45,246
1927	25,262	117,418	35,182
1925	30,509	94,183	35,906
1924	33,396	122,173	71,619
1923	26,426	138,892	37,025

*Saturday, Dec. 22, estimated.

HOG RECEIPTS, WEIGHTS, PRICES.

Receipts, average weight and top and average prices of hogs, with comparisons:

	Average		Prices	
	No.	Wgt.	Top.	Avg.
	received.	lbs.		
*Week ended Dec. 22	259,700	230	\$ 9.00	\$ 8.60
Previous week	225,410	232	8.75	8.55
1927	175,118	227	8.85	8.35
1926	139,478	231	11.90	11.50
1925	138,874	227	12.00	10.80
1924	216,238	225	10.80	9.90
1923	197,064	234	7.35	7.00
Avg. 1923-1927	173,300	231	\$10.20	\$ 9.54

Ice and Refrigeration

REFRIGERATION NOTES.

Receivers have been appointed for the Detroit Railway & Harbor Terminals Co., operating a large cold storage warehouse at Detroit, Mich., following application by general creditors of the firm. H. L. Brown, president of the Terminals company, and the Detroit & Security Trust Co. have been named co-receivers, to protect security holders.

The General Refrigeration Co. is planning the erection of a \$50,000 cold storage and refrigerating plant at Birmingham, Ala.

Fruit Growers Express Co. has purchased a site at Aberdeen, N. C., on which it is planned to erect a \$350,000 cold storage plant in the near future.

A cold storage and ice plant is planned for erection at Oblong, Ill., on a site recently acquired by Fred Elder, who is back of the project.

A. S. Alexander, Boonville, Ind., is considering plans for erecting a cold storage and ice plant at Elizabethtown, Ill.

The Central States Ice & Cold Storage Co. is planning the construction of a storage building at Salina, Kan.

The Abdou Poultry & Produce Co., El Paso, Tex., is considering plans for a modern cold storage plant and warehouse in that city, to cost approximately \$250,000.

Additions planned for the Fort Worth, Tex., Public Market will cost \$300,000 and will include a complete cold storage refrigeration system.

The Holt Ice & Cold Storage Co., Indianapolis, Ind., is reported to have filed papers for dissolution with the secretary of state.

The Commonwealth Ice & Cold Storage Co., South Boston, Mass., has awarded construction contracts in connection with a new cold storage plant, to cost in the neighborhood of \$50,000.

The Michigan Artificial Ice Co., Ionia, Mich., is planning the construction of a new cold storage plant, 70 by 100 feet.

WHEN PIPES CORRODE.

Pipes passing through woodwork, insulation, etc., frequently corrode very badly at this point. In fact, nothing will corrode iron and steel pipe so rapidly as contact with damp woodwork.

It is good economy in such cases to take some steps to protect the pipe. Painting it with a good corrosion resisting paint is good practice. Another protection that is better than paint is a sleeve of sheet lead fitting the pipe closely.

COLD STORAGE IN RUSSIA.

Systematic expansion of national cold storage facilities over a period of five years was decided on at the last meeting of the Russian Refrigeration Committee. The present plans of the committee include the construction of a new store at the Leningrad commercial port with a capacity of 5,000 tons, a store of 1,000 tons at the Leningrad railway terminus, and the

erection of various smaller stores in the provinces.

The building of refrigerated steamers is to be continued. Two new vessels, each with a refrigerated capacity of 1,000 tons, were added to the Baltic butter fleet during the current year. The present program of shipbuilding provides for the construction over a period of six years a fleet capable of transporting 94,000 tons of butter per year.

CELLOPHANE FOR UTILITY USE.

The Du Pont Cellophane Company announces the appointment of Frederick R. Downes as a part of its outside organization to handle the development of Cellophane as a utility material. Mr. Downes will work in the closest contact with the chemical and research men of the company, will make surveys into various trades and be ready to assist customers in the research necessary to indicate the possibility of the use of Cellophane as a utility material in their fields.

In discussing the plans of this new activity, Mr. O. F. Benz, director of sales of the company, stated: "During the past four and a half years a number of concerns have considered Cellophane from the point of view of a utility material which is far removed from its merchandising uses as a transparent wrapper. Some of these are as bottle cap liners, as cardboard box liners, for laminating to papers, as a substitute for gold beater's skin in balloon cloth. Cellophane has many unusual utility values, being oil, grease, air, gas and acid proof."

"Research work already done shows that there is a definite field for such a product in certain phases of rubber manufacture, in the electrical field, and it is already being used in the medical laboratories."

"Since the manufacture of Cellophane has been begun in the United States, a moistureproof Cellophane has been developed. This is the American contribution to the improvement of regular Cellophane and it has greatly widened its usefulness in industry."

The activities which will be in charge of Mr. Downes will begin at once. His headquarters will be in the New York office of the Du Pont Cellophane Company at No. 2 Park Avenue.

NEW ZEALAND BEEF EXPORTS.

Exports of New Zealand beef to the United States increased greatly during the 12-month period ended September 30, 1928, due to scarcity and high prices of domestic beef in this country. The 122,462 quarters consigned to the United States represented 32 per cent of New Zealand's total frozen beef export for the period named. An increase of 396 per cent over the previous year, while the export to Great Britain showed an increase of 56 per cent over the corresponding 1927 figures. During the period ended September 30, 1927, the United States received only 2 per cent of New Zealand's total frozen beef export.

CANADIAN LIVESTOCK PRICES.

Summary of top prices for livestock at leading Canadian centers for the week ended Dec. 20, 1928, with comparisons for the previous week and the same week last year:

BUTCHER STEERS.

	1,000-1,200 lbs.	Week ended Dec. 20.	Prev. week.	1927.
Toronto	\$10.75	\$11.00	\$11.00	
Montreal	10.50	10.50	10.50	
Winnipeg	9.00	9.00	9.00	
Calgary	8.75	8.75	8.75	
Edmonton	8.50	8.50	8.50	
Pr. Albert	7.25	7.50	7.50	
Moose Jaw	8.00	8.00	8.00	
Saskatoon	8.50	8.50	8.50	

VEAL CALVES.

Toronto	\$16.50	\$18.00	\$16.00
Montreal	14.50	14.00	
Winnipeg	14.00	13.00	12.00
Calgary	10.50	10.50	10.00
Edmonton	12.00	12.00	12.00
Pr. Albert	8.00	8.50	7.00
Moose Jaw	12.00	11.00	10.00
Saskatoon	10.00	10.00	

SELECT BACON HOGS.

Toronto	\$10.75	\$10.25	\$ 8.00
Montreal	10.50	10.25	9.50
Winnipeg	9.00	8.50	8.75
Calgary	9.50	9.35	8.50
Edmonton	9.65	9.20	8.50
Pr. Albert	9.25	9.35	8.00
Moose Jaw	9.50	9.40	8.00
Saskatoon	9.45	9.35	

GOOD LAMBS.

Toronto	\$14.50	\$12.75	\$12.50
Montreal	11.50	12.00	12.00
Winnipeg	11.50	12.50	11.00
Calgary	11.50	11.50	11.50
Edmonton	11.50	11.50	12.00
Pr. Albert	11.00	11.00	11.00
Moose Jaw	11.50	11.50	12.00
Saskatoon	10.50	10.25	

CANADA INSPECTED SLAUGHTER.

Government inspected slaughters of cattle and calves in Canada during November, 1928, were fully 20 per cent less than slaughters reported for November, 1927. The hog kill also declined, about 7 per cent, while the sheep kill was about 2 per cent greater than that for the same month last year. For the eleven-month period ended with November, 1928, slaughters of cattle, hogs and sheep were approximately equal to the kill for the corresponding period last year, while the sheep kill was 2 per cent greater than in 1927.

Inspected slaughters for November, 1928, compared with those for the corresponding month a year ago, as reported by the Dominion Live Stock Branch, were as follows:

	Nov. 1928.	Nov. 1927.
Cattle	84,676	106,730
Calves	21,321	38,096
Hogs	232,234	248,301
Sheep	134,922	132,671

PACKER TAKES TO THE AIR.

J. M. Foster, assistant manager of the Sioux Falls, So. Dak., plant of John Morrell & Co., has taken up aeronautics, and greatly surprised the home office at Ottumwa, Ia., by dropping in recently from an airplane. Mr. Foster has become an "air enthusiast" and is one of the leaders of the Soo Skyways, a Sioux Falls concern furnishing air taxi and commercial transport service from the new municipal flying field in that city.

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YORK
ICE MACHINERY CORPORATION
YORK, PENNA.**BRITISH HOME-KILLED MEAT.**

The production of pork products, mutton and lamb, in Great Britain in 1927 showed substantial increases over the preceding year, but the output still remains below pre-war levels, according to reports made to the U. S. Department of Commerce. Production of pork products for 1927-28 totaled 97,440,000 lbs., exceeding the previous year by about 20 per cent. Since 1923-24 the production of mutton and lamb has increased 50 per cent.

The slaughter of British livestock in 1927 exceeded any previous 12-month period since the war, and production of meat from farms of England and Wales has increased 13 per cent, approaching the pre-war output. Based on an average for the past five years, home meat production has run about 9 per cent below pre-war levels. However, the 1927 slaughter in England and Wales exceeded the two previous years by 10 per cent.

The importation of choice South American beef has developed a demand for tender beef cuts, which has brought about an increased slaughtering of calves. The annual calf kill now is estimated at 1,000,000, with the veal

production at 82,432,000 lbs., or some 33,600,000 lbs. over the pre-war years.

British cattle producers have been forced to concentrate in recent years on young stock and quick-maturing types, because of present demand for tender beef. A large part of the home-slaughtered livestock today comes from dairy herds.

CANNED MEAT EXPORTS.

Domestic exports of canned meats from the United States during October, 1928, were as follows, according to the U. S. Bureau of Foreign and Domestic Commerce:

Beef, 90,945 lbs.; value, \$33,206.
Pork, 472,236 lbs.; value, \$175,490.
Sausage, 158,159 lbs.; value, \$55,007.
Other canned meats, 204,613 lbs.; value, \$64,014.

Shipments of canned meats from the United States to non-contiguous territory during this month were as follows:

Alaska—Beef, 10,281 lbs.; value, \$2,565. Sausage, 1,422 lbs.; value, \$491. Other canned meats, 9,714 lbs.; value, \$2,972.

Hawaii—Beef, 34,498 lbs.; value, \$8,981. Pork, 8,238 lbs.; value, \$2,228.

Sausage, 19,371 lbs.; value, \$7,397.
Other canned meats, 6,832 lbs.; value, \$1,829.

Porto Rico—Beef, 5,852 lbs.; value, \$1,714. Pork, 5,162 lbs.; value, \$1,238.
Sausage, 23,996 lbs.; value, \$6,984.
Other canned meats, 7,159 lbs.; value, \$1,331.

NEW PLANT FOR OPPENHEIMER.

The new sausage casings plant of the S. Oppenheimer Co., now being erected at 610 Root Street, Chicago, will increase considerably the company's present output and will more than double present available floor space. Stock rooms, offices and shipping facilities will be housed in the new building, which will not be used for casing cleaning purposes. A private switch track will be maintained in connection with the new unit, which is made of concrete and is practically fireproof. The new unit is a one-story and basement structure with approximately 45,000 square feet of floor space, and will contain a large "daylight" selecting floor. Occupancy of the additions, now rapidly nearing completion, is expected about January 1, 1929.

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We specialize in taking care of the requirements of buyers located all over the United States and Canada. Offerings telegraphed promptly on receipt of inquiries.

Chicago Section

Packers' purchases of livestock at Chicago for the first four days of this week totaled 16,357 cattle, 5,931 calves, 41,864 hogs and 22,330 sheep.

Homer R. Davison, vice-president of the Institute of American Meat Packers, spent the Christmas holidays on his downstate Illinois farm.

C. E. Martin of the Illinois Meat Co., Chicago, meat packers and meat canners, returned last Wednesday from a trip of several weeks to California and other Western states.

R. S. Solinsky, district sales manager, Continental Can Company, Inc., Chicago, spent the first two weeks of December at the new Denver office of the company, and also called on some of his friends in Salt Lake City and Ogden, Utah, while in that territory.

Provision shipments from Chicago for the week ended Dec. 22, 1928, with comparisons, are reported as follows:

	Last wk.	Prev. wk.	Cor. week.
	1928.	1927.	
Cured meats, lbs.	16,263,000	18,880,000	13,703,000
Fresh meats, lbs.	37,827,000	41,276,000	34,980,000
Lard, lbs.	12,966,000	16,726,000	5,356,000

John J. Dupps, vice-president of the Cincinnati Butchers Supply Co. and manager of the Chicago office, traveled to the home office at Cincinnati, O., this week to attend the annual sales meeting of the company. All the sales representatives in the Chicago office also attended the meeting.

BRENNAN GIVES BOYS' PARTY.

B. G. Brennan, president of the Brennan Packing Co., Chicago, played the part of a post-Christmas Santa Claus to 400 boys at his annual "boys' party" on December 27. This boys' party, which Mr. Brennan has for a good many years given at this time of the year out of the goodness of his heart, consisted of a "grand spread," a turkey dinner with all the fixin's in the banquet hall of the Stock Yards Inn, at the Union Stock Yards. A great many of the youngsters who cheered their host at the party were sons of employees of the Brennan Packing Co.

WILL ENLARGE DENVER YARDS.

The board of directors of the Denver Union Stock Yards Co., Denver, Colo., at its annual meeting recently, made provisions for doubling the present capacity of the hog and sheep markets, at a cost of \$300,000, and for adding equipment to cost approximately \$20,000. An extra Christmas dividend of \$2 a share was declared on the common stock, in addition to the regular quarterly payment of 62½ cents per share, payable January 1 to stockholders of record December 20.

SHEEP CASINGS FROM INDIA.

A firm in Karachi, India, desiring to export sheep casings to American markets, is seeking to contact with importers of these products in this country, according to information received by the U. S. Department of Commerce.

PROVISION VETERAN RETIRES.

Edward Fisher Chapin, for many years manager of the provision department of Rumsey & Company, Chicago commission house, and probably the oldest living provision trader in the packing industry, has just disposed of his membership on the Chicago Board of Trade and is retiring from active business.

Not only is he said to be the oldest provision trader, but he also is the oldest member in point of years on the Chicago Board of Trade floor. During his business life he has seen three Board buildings outlive their term of usefulness to be replaced by others. And undoubtedly he will see the completion of the fourth and greatest, the



EDWARD F. CHAPIN.

Ranking veteran among provision traders, who now is retiring from active business.

proposed new Board of Trade building to be completed early in 1930.

The career of Mr. Chapin covers a period of sixty-one years of close association with the packing industry. During nine of those years he was engaged in actual packinghouse production, and for the past fifty-two years has been a familiar figure in the provision brokerage business.

His contact with packer operations dates from November, 1867, when he began his career as bookkeeper for H. M. Chapin & Co., which was the beef and pork packing establishment of H. M. Chapin, his uncle, in the old plant located on Archer avenue, Chicago. Later he was made manager of the house.

In the spring of 1868 the Chapin concern was sold to Joseph Armour, and thus it played an important part in the very beginnings of Armour and Company.

When this occurred Mr. Chapin returned to Boston, Mass., his home town, and promptly tied up with his father and grandfather in the firm of Fishers & Chapin, operating as packers and commission men. His grandfather, Jabez Fisher, was one of the very earliest of pioneers in the packing industry. He had allied himself with meat production as far back as 1810.

A Family of Packers.

N. G. Chapin, father of Edward F. Chapin, also had been associated with the industry for some time. Hence Mr. Chapin represents the third generation of a family which has done its share in advancing the meat and provision industry to its present recognized status.

Mr. Chapin's duties while with Fishers & Chapin give an interesting slant on packer practice at that time. The firm owned a packinghouse at Lacon, Ill., as well as interests at Boston. For seven years Mr. Chapin spent his winters at Lacon, managing operations there.

Every fall, as soon as frost came, he took the long trip west to Illinois, returning when the snows went out in spring to manage the Boynton Packing Co. in Boston. This periodic operation was due to the lack of proper refrigeration methods in use at that early date.

In 1876 Fishers & Chapin wound up their affairs permanently, and Mr. Chapin again came out to Chicago. He entered the provision brokerage business with Thomas C. Edwards under the firm name of Chapin & Edwards, in the Board of Trade building.

In that same year, 1876, he purchased a membership on the Chicago Board of Trade. The price of memberships at that time was about \$250. Today the market price is around \$40,000.

The partnership of Chapin & Edwards lasted 36 years, when the illness of Mr. Edwards necessitated its dissolution. Mr. Chapin then became associated with Rumsey & Company, with which company he has been connected ever since, in charge of the provision department.

The changes which have taken place in the packing and provision trade between 1867 and 1928, as Mr. Chapin pointed out, have been numerous. The picture today hardly resembles that of yesterday.

For instance, in the early days a provision broker represented the provision buyers on the Board of Trade, charging these customers a commission for purchasing the supplies their operations required.

The trading process today is exactly the reverse of this. Brokers now sell for the packers and receive their commissions from them. This has been brought about largely by the competition of the big packers in their efforts to do business direct.

In those early days, before the words integration and consolidation had any great industrial importance, many more packers were in business than

(Continued on page 53.)

Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY
MARKET SERVICE

CASH PRICES.

Based on Actual Cargot Trading, Thursday,
Dec. 27, 1928.

Regular Hams.		S. P.	
Green.		Dec.	
8-10	18	10-12	11.00
10-12	17	12-14	11.65
12-14	16 1/2	14-16	11.90
14-16	16 1/2	16-18	12.15
16-18	16 1/2	18-20	
18-20	16 1/2	20-22	
20-22	16 1/2		
H. Run.		Select.	
10-18	18	18 1/2	
18-20	18	18 1/2	
20-22	17 1/2	18 1/2	

Skinned Hams.		S. P.	
Green.		Dec.	
10-14	18 1/2	10-12	11.00
14-16	18 1/2	12-14	11.65
16-18	18 1/2	14-16	11.90
18-20	18 1/2	16-18	12.15
20-22	18 1/2	18-20	
22-24	18 1/2	20-22	
24-26	18 1/2		
26-28	18 1/2		
28-30	18 1/2		
30-35	18 1/2		

Picnics.		S. P.	
Green.		Dec.	
4-6	10 1/2	10-12	11.00
6-8	10 1/2	12-14	11.65
8-10	10 1/2	14-16	11.90
10-12	10 1/2	16-18	12.15
12-14	10 1/2	18-20	

Bellies.*		
	Green.	Cured.
6-8	17½	16½
8-10	16½	16½
10-12	16	15½
12-14	14½	15
14-16	13¾	14½
16-18	13½	14

*Square Cut and Seedless.

D. S. Bellies.		Rib.	
Clear.		Dec.	
14-16	12 1/2	10-12	11.00
16-18	12 1/2	12-14	11.65
18-20	12 1/2	14-16	11.90
20-22	12 1/2	16-18	12.15
22-24	12 1/2	18-20	
24-26	12 1/2	20-22	
26-28	12 1/2		
28-30	12 1/2		
30-35	12 1/2		
40-50	12 1/2		

D. S. Fat Backs.		Rib.	
Dec.		Dec.	
8-10	10 1/2	10-12	11.00
10-12	10 1/2	12-14	11.65
12-14	10 1/2	14-16	11.90
14-16	10 1/2	16-18	12.15
16-18	10 1/2	18-20	
18-20	10 1/2	20-22	
20-25	10 1/2		

D. S. Rough Ribs.		Rib.	
Dec.		Dec.	
45-50	11 1/2	10-12	11.00
50-60	11 1/2	12-14	11.65
60-70	11 1/2	14-16	11.90
70-80	11 1/2	16-18	12.15

Other D. S. Meats.		Rib.	
Dec.		Dec.	
Extra Short Clears.	35-45	10-12	11.00
Extra Short Ribs.	35-45	12-14	11.65
Regular Plates	6-8	14-16	11.90
Clear Plates	4-6	16-18	12.15
Jowl Butts		18-20	

Lard.		Rib.	
Dec.		Dec.	
Prime Steam, tierces.	11.17 1/2	10-12	11.00
Prime Steam, loose.	10.90	12-14	11.65

FUTURE PRICES.

SATURDAY, DECEMBER 22, 1928.

LARD—		Open.		High.		Low.		Close.	
Dec.		10.97 1/2	11.00	10.97 1/2	11.00	10.97 1/2	11.00	10.97 1/2	11.00
Jan.		11.65	11.65	11.62 1/2	11.62 1/2	11.62 1/2	11.62 1/2	11.62 1/2	11.62 1/2
Feb.									
Mar.		11.90	11.90	11.87 1/2	11.87 1/2	11.87 1/2	11.87 1/2	11.87 1/2	11.87 1/2
May		12.15	12.15	12.12 1/2	12.12 1/2	12.12 1/2	12.12 1/2	12.12 1/2	12.12 1/2

MONDAY, DECEMBER 24, 1928.

LARD—		Open.		High.		Low.		Close.	
Dec.		11.00	11.02 1/2	11.00	11.02 1/2	11.00	11.02 1/2	11.00	11.02 1/2
Jan.		11.62 1/2	11.70	11.62 1/2	11.70	11.62 1/2	11.70	11.62 1/2	11.70
Feb.									
Mar.		11.92 1/2	12.20	11.92 1/2	12.20	11.92 1/2	12.20	11.92 1/2	12.20
May		12.15	12.20	12.15	12.20	12.15	12.20	12.15	12.20

TUESDAY, DECEMBER 25, 1928.

HOLIDAY—NO MARKET.

WEDNESDAY, DECEMBER 26, 1928.

LARD—		Open.		High.		Low.		Close.	
Dec.		11.02 1/2	11.07 1/2	11.02 1/2	11.07 1/2	11.02 1/2	11.07 1/2	11.02 1/2	11.07 1/2
Jan.		11.70	11.72 1/2	11.70	11.72 1/2	11.70	11.72 1/2	11.70	11.72 1/2
Feb.		11.85	11.85	11.85	11.85	11.85	11.85	11.85	11.85
Mar.		11.95	11.95	11.95	11.95	11.95	11.95	11.95	11.95
May		12.20	12.22 1/2	12.20	12.22 1/2	12.20	12.22 1/2	12.20	12.22 1/2

THURSDAY, DECEMBER 27, 1928.

LARD—		Open.		High.		Low.		Close.	
Dec.		11.07 1/2	11.17 1/2	11.07 1/2	11.17 1/2	11.07 1/2	11.17 1/2	11.07 1/2	11.17 1/2
Jan.		11.67 1/2	11.80	11.67 1/2	11.80	11.67 1/2	11.80	11.67 1/2	11.80
Feb.									
Mar.		11.95	12.05	11.95	12.05	11.95	12.05	11.95	12.05
May		12.20	12.32 1/2	12.20	12.32 1/2	12.20	12.32 1/2	12.20	12.32 1/2

FRIDAY, DECEMBER 28, 1928.

LARD—		Open.		High.		Low.		Close.	
Dec.		11.20	11.25	11.20	11.25	11.20	11.25	11.20	11.25
Jan.		11.77 1/2	11.77 1/2	11.77 1/2	11.77 1/2	11.77 1/2	11.77 1/2	11.77 1/2	11.77 1/2
Feb.									
Mar.		12.00	12.02 1/2	12.00	12.02 1/2	12.00	12.02 1/2	12.00	12.02 1/2
May		12.30	12.32 1/2	12.30	12.32 1/2	12.30	12.32 1/2	12.30	12.32 1/2

CLEAR BELLIES—

CASINGS FIRM INCORPORATES.
The Fulton Casing Co., 914 Fulton St., Chicago, manufacturers and deal

SHORT RIBS—

Dec.	Open.		High.		Low.		Close.		
Dec.									
Jan.									
May									

CHICAGO RETAIL MEATS

Beef.

Week		ended Dec. 27.		Cor. wk. 1927.	
No. 1.	No. 2.	No. 1.	No. 2.	No. 1.	No. 2.
Rib roast, hvy. end.35	30	16	35	22	18
Rib roast, lt. end.45	35	20	45	28	29
Chuck Roast.....34	30	21	36	29	14
Steaks, round.....54	50	25	45	30	29
Steaks, sirlo. 1st cut.60	45	22	60	40	29
Steaks, porterh.....75	45	29	75	45	28
Steaks, flank.....28	25	18	28	25	29
Beef stew, chuck.....27	23	17	30	18	12 1/2
Corned brisquets, boneless.....28	24	18	24	22	18
Corned plates.....20	15	10	18	12	18
Corned rumps, bnls.25	22	18	25	22	18

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

	Week ended Dec. 27, 1928.	Cor. week. 1927.
Prime native steers	25	24
Good native steers	23	21
Medium steers	20	17
Heifers, good	19 1/4	15
Oven	14	11
Head quarters, choice	28	28
Fore quarters, choice	21	19

Beef Cuts.

Steer Loins, No. 1	44	52	45
Steer Loins, No. 2	41	44	45
Steer Short Loins, No. 1	55	71	73
Steer Short Loins, No. 2	51	56	58
Steer Loin Ends (hips)	32	33	35
Steer Loin Ends, No. 2	32	34	35
Oven Ribs, No. 1	25	25	25
Oven Ribs, No. 2	23	23	23
Steer Ribs, No. 1	31	37	38
Steer Ribs, No. 2	29	33	34
Oven Ribs, No. 3	15	15	15
Steer Ribs, No. 1	20 1/4	20 1/4	20 1/4
Steer Ribs, No. 2	19	19	19
Steer Ribs, No. 3	17	17	17
Oven Ribs, No. 1	17	14 1/2	15
Oven Ribs, No. 2	15 1/4	14	14 1/4
Steer Ribs, No. 1	14	13	13
Steer Ribs, No. 2	13	12	12
Steer Ribs, No. 3	11 1/2	11	11
Steer Ribs, No. 4	10	10	10
Steer Ribs, No. 5	9	9	9
Steer Ribs, No. 6	8	8	8
Steer Ribs, No. 7	7	7	7
Steer Ribs, No. 8	6	6	6
Steer Ribs, No. 9	5	5	5
Steer Ribs, No. 10	4	4	4
Steer Ribs, No. 11	3	3	3
Steer Ribs, No. 12	2	2	2
Steer Ribs, No. 13	1	1	1
Steer Ribs, No. 14	0	0	0
Steer Ribs, No. 15	0	0	0
Steer Ribs, No. 16	0	0	0
Steer Ribs, No. 17	0	0	0
Steer Ribs, No. 18	0	0	0
Steer Ribs, No. 19	0	0	0
Steer Ribs, No. 20	0	0	0
Steer Ribs, No. 21	0	0	0
Steer Ribs, No. 22	0	0	0
Steer Ribs, No. 23	0	0	0
Steer Ribs, No. 24	0	0	0
Steer Ribs, No. 25	0	0	0
Steer Ribs, No. 26	0	0	0
Steer Ribs, No. 27	0	0	0
Steer Ribs, No. 28	0	0	0
Steer Ribs, No. 29	0	0	0
Steer Ribs, No. 30	0	0	0
Steer Ribs, No. 31	0	0	0
Steer Ribs, No. 32	0	0	0
Steer Ribs, No. 33	0	0	0
Steer Ribs, No. 34	0	0	0
Steer Ribs, No. 35	0	0	0
Steer Ribs, No. 36	0	0	0
Steer Ribs, No. 37	0	0	0
Steer Ribs, No. 38	0	0	0
Steer Ribs, No. 39	0	0	0
Steer Ribs, No. 40	0	0	0
Steer Ribs, No. 41	0	0	0
Steer Ribs, No. 42	0	0	0
Steer Ribs, No. 43	0	0	0
Steer Ribs, No. 44	0	0	0
Steer Ribs, No. 45	0	0	0
Steer Ribs, No. 46	0	0	0
Steer Ribs, No. 47	0	0	0
Steer Ribs, No. 48	0	0	0
Steer Ribs, No. 49	0	0	0
Steer Ribs, No. 50	0	0	0
Steer Ribs, No. 51	0	0	0
Steer Ribs, No. 52	0	0	0
Steer Ribs, No. 53	0	0	0
Steer Ribs, No. 54	0	0	0
Steer Ribs, No. 55	0	0	0
Steer Ribs, No. 56	0	0	0
Steer Ribs, No. 57	0	0	0
Steer Ribs, No. 58	0	0	0
Steer Ribs, No. 59	0	0	0
Steer Ribs, No. 60	0	0	0
Steer Ribs, No. 61	0	0	0
Steer Ribs, No. 62	0	0	0
Steer Ribs, No. 63	0	0	0
Steer Ribs, No. 64	0	0	0
Steer Ribs, No. 65	0	0	0
Steer Ribs, No. 66	0	0	0
Steer Ribs, No. 67	0	0	0
Steer Ribs, No. 68	0	0	0
Steer Ribs, No. 69	0	0	0
Steer Ribs, No. 70	0	0	0
Steer Ribs, No. 71	0	0	0
Steer Ribs, No. 72	0	0	0
Steer Ribs, No. 73	0	0	0
Steer Ribs, No. 74	0	0	0
Steer Ribs, No. 75	0	0	0
Steer Ribs, No. 76	0	0	0
Steer Ribs, No. 77	0	0	0
Steer Ribs, No. 78	0	0	0
Steer Ribs, No. 79	0	0	0
Steer Ribs, No. 80	0	0	0
Steer Ribs, No. 81	0	0	0
Steer Ribs, No. 82	0	0	0
Steer Ribs, No. 83	0	0	0
Steer Ribs, No. 84	0	0	0
Steer Ribs, No. 85	0	0	0
Steer Ribs, No. 86	0	0	0
Steer Ribs, No. 87	0	0	0
Steer Ribs, No. 88	0	0	0
Steer Ribs, No. 89	0	0	0
Steer Ribs, No. 90	0	0	0
Steer Ribs, No. 91	0	0	0
Steer Ribs, No. 92	0	0	0
Steer Ribs, No. 93	0	0	0
Steer Ribs, No. 94	0	0	0
Steer Ribs, No. 95	0	0	0
Steer Ribs, No. 96	0	0	0
Steer Ribs, No. 97	0	0	0
Steer Ribs, No. 98	0	0	0
Steer Ribs, No. 99	0	0	0
Steer Ribs, No. 100	0	0	0

Beef Products.

Brains (per lb.)	13	14	10
Hearts	19	19	11
Tongues, 4@5	31	29	29
Sweetbreads	44	38	35
Ox-Tail, per lb.	15	15	15
Tripe, plain	7	6	6
Tripe, H. C.	10	8	7 1/2
Livers	19	18	15
Kidneys, per lb.	15	15	10

Veal.

Choice Carcass	22	23	19
Good Carcass	16	20	14
Good Saddle	22	22	18
Good Backs	16	18	12
Medium Backs	11	14	10

Veal Products.

Brains, each	14	15	12
Sweetbreads	80	80	70
Calf Livers	57	55	55

Lamb.

Choice Lamb	25	25	25
Medium Lamb	23	23	23
Choice Saddle	30	30	30
Medium Saddle	28	28	28
Choice Fores	20	20	20
Medium Fores	18	18	18
Lamb Price, per lb.	33	32	32
Lamb Tongues, per lb.	15	15	15
Lamb Kidneys, per lb.	30	30	30

Mutton.

Heavy Sheep	10	10	10
Light Sheep	13	13	13
Heavy Saddle	10	10	10
Light Saddle	16	16	16
Heavy Fores	8	8	8
Light Fores	10	10	10
Mutton Legs	20	20	20
Mutton Loins	12	12	12
Mutton Stew	9	9	9
Sheep Tongues, per lb.	15	15	15
Sheep Heads, each	10	10	10

Fresh Pork, Etc.

Pork Loins, 8@10 lbs. avg.	17	16 1/2	16 1/2
Calas	13	13	13
Skinned Shoulders	13	13	13 1/2
Tenderloins	45	40	45
Spiced Ribs	12	12 1/2	12 1/2
Leaf Lard	12	11	11
Back Fat	13	13	13
Boston Butts	14 1/2	13 1/2	14 1/2
Hocks	12	14	15
Tails	12	12	12
Neck Bones	4	4	4
Slip Bones	14	12	12
Head Bones	12	12	12
Pigs' Feet	5	5	5
Kidneys, per lb.	11	11	11
Livers	10	10	10
Brains	14	14	14
Ears	5	5	5
Shanks	7	7	7
Heads	8	8	8

DOMESTIC SAUSAGE.

Fancy pork sausage, in 1-lb. carton	28	28	28
Country style sausage, fresh in link	20	20	20
Country style sausage, fresh in bulk	18	18	18
Country style sausage, smoked	22	22	22
Frankfurts in sheep casings	24 1/4	24 1/4	24 1/4
Frankfurts in hog casings	22 1/4	22 1/4	22 1/4
Bologna in beef bungs, choice	18 1/4	18 1/4	18 1/4
Bologna in cloth, paraffined, choice	18	18	18
Bologna in beef middles, choice	19	19	19
Liver sausage in hog bungs	20	20	20
Smoked liver sausage in hog bungs	25	25	25
Liver sausage in beef rounds	19	19	19
Head cheese	18	18	18
New England luncheon specialty	20	20	20
Minced luncheon specialty	20	20	20
Tongue sausage	22	22	22
Blood sausage	18	18	18
Polish sausage	20	20	20
Souse	17	17	17

DRY SAUSAGE.

Cervelat, choice, in hog bungs	47	47	47
Thuringer Cervelat	27	27	27
Farmer	53	53	53
Holsteiner	47	47	47
B. O. Salami, choice	47	47	47
Milano Salami, choice, in hog bungs	47	47	47
B. C. Salami, new condition	47	47	47
Prisces, choice, in hog middles	43	43	43
Genoa style Salami	55	55	55
Pepperoni	40	40	40
Mortadella, new condition	26	26	26
Capicola	53	53	53
Italian style hams	40	40	40
Virginia hams	53	53	53

SAUSAGE IN OIL.

Bologna style sausage in beef rounds—			
Small tins, 2 to crate	7.00		
Large tins, 1 to crate	8.00		
Frankfurt style sausage in sheep casings—			
Small tins, 2 to crate	8.50		
Large tins, 1 to crate	9.50		
Frankfurt style sausage in pork casings—			
Small tins, 2 to crate	8.00		
Large tins, 1 to crate	9.00		
Smoked link sausage in pork casings—			
Small tins, 2 to crate	7.50		
Large tins, 1 to crate	8.50		

SAUSAGE MATERIALS.

Regular pork trimmings	8	8	8
Special lean pork trimmings	12 1/2	12 1/2	12 1/2
Extra lean pork trimmings	14	14	14
Neck bone trimmings	10	10	10
Pork cheek meat	8 1/2	8 1/2	8 1/2
Pork hearts	7	7	7
Native boneless bull meat (heavy)	16 1/2	16 1/2	16 1/2
Boneless chunks	14	14	14
Shank meat	13	13	13
Beef trimmings	11 1/2	11 1/2	11 1/2
Beef hearts	7 1/2	7 1/2	7 1/2
Beef cheeks (trimmed)	9 1/2	9 1/2	9 1/2
Dressed canners, 300 lbs. and up	11	11	11
Dressed canners, 350 lbs. and up	11 1/2	11 1/2	11 1/2
Dr. Bologna bulls, 500@700 lbs.	13 1/2	13 1/2	13 1/2
Beef tripe	5 1/2	5 1/2	5 1/2
Cured pork tongue (can. trim)	13 1/2	13 1/2	13 1/2

SAUSAGE CASINGS.

(F. O. E. CHICAGO)			
Beef casings:			
Domestic round, 180 pack	50	50	50
Domestic round, 140 pack	53	53	53
Wide export rounds	65	65	65
Medium export rounds	57	57	57
Narrow export rounds	60	60	60
No. 1 weasands	20	20	20
No. 2 weasands	11	11	11
No. 1 bungs	20	20	20
No. 2 bungs	18	18	18
Regular middles	11.15	11.15	11.15
Selected wide middles	22.25	22.25	22.25
Dried bladders, 12/15	22.00	22.00	22.00
8/12	21.50	21.50	21.50
6/8	21.25	21.25	21.25
Hog casings:			
Narrow, per 100 yds.	23.00	23.00	23.00
Narrow, special, per 100 yds.	22.25	22.25	22.25
Medium, regular, per 100 yds.	1.50	1.50	1.50
Wide, per 100 yds.	1.00	1.00	1.00
Extra wide, per 100 yds.	21.00	21.00	21.00
Export bungs	34	34	34
Large prime bungs	25	25	25
Medium prime bungs	17	17	17
Small prime bungs	10	10	10
Middles	20	20	20
Stomachs	8	8	8

Quotations for large lots. Smaller quantities at usual advance.			
VINEGAR PICKLED PRODUCTS.			
Regular tripe, 200-lb. bbl.	16.00		
Honeycomb tripe, 200-lb. bbl.	19.00		
Pocket honeycomb tripe, 200-lb. bbl.	20.00		
Pork feet, 200-lb. bbl.	15.50		
Pork tongues, 200-lb. bbl.	79.00		
Lamb tongues, long cut, 200-lb. bbl.	58.00		
Lamb tongues, short cut, 200-lb. bbl.	71.00		

BARRELED PORK AND BEEF.

Mess pork regular	28.00		
Family back pork, 20 to 34 pieces	31.00		
Family back pork, 35 to 38 pieces	31.00		
Clear back pork, 40 to 50 pieces	30.00		
Clear plate pork, 25 to 35 pieces	22.50		
Brisket pork	27.50		
Bean pork	24.00		
Plate beef	33.00		
Extra plate beef, 200 lb. bbls.	34.00		

Retail Section

Why Not Teach Cooking?

One Way for Retail Salesmen to Boost Meat Business

By B. F. McCarthy*

This surely is a forward-going era, and many things that are suggested today would cause those living thirty years ago to wonder if everyone had suddenly gone crazy. Things cannot be understood until they are convinced, and the masses seldom conceive of new things until they become realities.

While improved methods of doing things do not cause us to wonder as much as do inventions and scientific developments, they often are fully as important and in every way as beneficial.

Among the progressive things in the retail meat industry now receiving attention is the suggestion that knowledge of cooking and dietetics is important to those who sell meat at retail.

Retailer Needs to Know More.

No less an expert on retail marketing than the president of the National Retail Meat Dealers' Association advocates the idea in these words: "The retail meat merchant should be better informed as to well-balanced meals and the preparation of foods. A thorough knowledge of these subjects would not only greatly increase his selling ability

but assist him in rendering a better service to his customers."

Almost every housewife knows how little help, as a rule, consumer-buyers get from retail meat salesmen. There are some, of course, who know quite a bit about cooking and who can give practical advice to their customers. But for one who may be able to do this, there are a hundred who either will not or can not do it.

Not only is this true, but some are so anxious to make sales that they actually give what is in effect misinformation.

Selling an Old Hen Turkey.

For instance, a lady might be willing to buy an old hen turkey, knowing that if the age were properly considered when cooking the result might be satisfactory, considering the price advantage.

We assume this lady asks the retail clerk in the meat market whether or not the turkey is young and tender. Instantly, fearing the loss of a sale, he assures her that the old hen is as tender as adolescent love. Unless she knows the signs that prove him either incompetent or just a plain fibber, she may have the embarrassing experience of serving tough turkey, when it might have been reasonably tender and good in every way.

There are so many similar ways by which improper information leads con-

sumer-buyers of meat astray that they could not possibly be mentioned here, but the same principle applies in every case.

Were every seller of meats in retail markets well informed on dietetic and cookery matters, there probably would be little or no misrepresentation. With such knowledge generally available among retailers, it seems probable that a higher ethical standard would result, as there would be no need for retailers withholding the truth from their customers, regardless of what questions might be asked.

*Radio talk prepared by the senior marketing specialist, New York office, U. S. Bureau of Agricultural Economics.

NEWS OF THE RETAILERS.

Calvin Held has become manager of the B. & H. Market, West Bend, Wis., succeeding Arthur Naab who resigned to take charge of the new meat market of the Atlantic & Pacific Tea Co. recently installed in Hartford, Wis.

Johnson Brothers, Hudson, Wis., are remodeling their meat market and grocery and making alterations leading to better customer service.

H. C. Levell has started a meat market at Michigan City, Ind., in the Johnson building which recently was destroyed by fire.

Edgar Laffler and Edward Hamilton have purchased the meat market of J. H. Moon, 254 East Main St., Battle Creek, Mich., and have renamed it the Ed & Ed Market.

Messrs. Kraft and Lesniak, partners for several years in the Berlin, Wis., retail meat business, have reopened their market there in new quarters at 403 Huron St.

The Schon Meat Market has begun operations at Shell Lake, Wis., in the Lumbermen's Bank building.

The Baker Meat Market, Winter Haven, Fla., was considerably damaged recently by fire of unknown origin.

Nels Holm has opened the Villa Market Grocery, meats and groceries, at 71 East 80th St., Portland, Ore.

A. T. Siegloch has purchased the meat business of Juliaetta Tethrow at Northport, Wash.

Dewey R. Laughlin has engaged in the meat business at Vader, Wash.

B. G. Stangle has engaged in the meat business, under name of the Jack Spratt Market, in Tacoma, Wash.

Thomas O'Neill is adding a meat market to his general store at Shelton, Wash.

Rains Brothers, Larned, Kan., soon will move their meat and grocery business into their own building.

J. E. Barrick has added a line of meats to his grocery store at Girard, Kan.

C. L. Wallace, formerly of Wichita, Kas., has purchased the Gateway Market at Chickasha, Okla., from W. L. Boswell.

Jay and Clyde Makinson have pur-



SEATTLE RETAILERS SHOW SKILL IN ROLLING THE BREAST OF LAMB.

Seattle, Wash., contestants pictured above showed real skill in their part of the national competition among meat retailers on rolling breast of lamb.

Adolf Kaufmann of Seattle was the winner, completing his roll in the excellent time of one minute and five seconds. Kaufmann came closer to equaling the record of one minute and two seconds established by Alfred Ferko of Milwaukee than any of the contestants in many cities who have tried their skill with the breast.

He was closely pressed by Elmer Peterson of Everett, Wash., who completed his roll in one minute and forty seconds. Jerry Lindsey of Seattle was third, in one minute and fifty seconds.

The contest is proving a very interesting and profitable feature of the national lamb consumption campaign being directed by the National Live Stock and Meat Board for the National Wool Growers Association and lamb feeders of the West.

chased the meat business of J. F. La Crone, New Plymouth, Ida.

Green Bros. have purchased the meat business of the Dallas Meat Co., Dallas, Ore.

J. H. Welton, Boise, Ida., has sold his meat and grocery business to Oliver and Lee Lord.

Ray Orchard has purchased the stock of the Zimmerman Market, Hiawatha, Kans., bankrupt.

C. B. Wagoner, Lakin, Kan., has sold his meat market to Mr. Stinson, of Dodge City.

Drake & Francis, Burr Oak, Kan., are engaging in the meat and grocery business at Otego, Kan.

The Skaggs Safeway Stores have opened a branch meat and grocery store at Susanville, Calif.

Calvin H. Ascherman has purchased the meat market and sausage manufacturing business of Gervasoni & Sons, Petaluma, Calif.

W. R. Bledsoe, Exeter, Calif., has purchased the Quality Market from Dell Conn, meat and groceries.

Mrs. W. E. Snell has purchased the meat department of Contos Bros., Bakersfield, Calif.

L. H. Carter has purchased the meat business of E. C. Aschenbrenner, Endicott, Wash.

Carl Jones has engaged in the meat business in Wallace, Ida.

EDUCATING MEAT BUYERS.

One form of promotional work which offers wide opportunities for the meat industry to increase demand for its product lies in a visual method of educating the consuming public to a proper understanding of how to prepare and serve meats.

Such service can and should be applied not only to the retail trade, but to the housewives who buy and cook meat products for the family table. Frye & Company, Seattle, Wash., during a recent month took advantage of this opportunity to sponsor a series of public demonstrations of meat cutting.

At these lectures, conducted without charge to those attending, expert meat cutters demonstrated the proper methods of cutting the meats of common purchase. The closing demonstration of the series, in which lamb and ham cutting were combined, proved especially helpful. It was held in the center of the retail shopping district, the wisdom of such a location being proven by the large attendance.

Such lecture groups as this, charting the formation of joints in the different animals so that the public can best cut meats for culinary and serving purposes, greatly facilitate the marketing of meat products. Housewives who, lacking knowledge of the many attractive cuts possible, usually are habituated in their meat buying, are shown the means of broadening their diets.

Such demonstrations aid the chef in improving the quality of his cuisine, and teach the retail meat dealer how to save money on his cuts without detracting from their value.

Tell This to Your Customers

Under this heading will appear information which should be of value to meat retailers in educating their customers and building up trade. Cut it out and use it.

CHEAP PORK CUTS.

A question frequently asked is, "Well! What's cheap on the market this week?"

Fresh pork cuts are selling in the wholesale markets around lowest price levels of the season. This is especially true of pork loins, skinned pork shoulders and Boston style butts. Those familiar with marketing conditions expect pork prices to be lower during the Winter season.

It would seem that the housewives desirous of reducing their meat bills and at the same time providing their tables with wholesome, delicious and appetizing meat dishes would take advantage of the present prices of fresh pork cuts. These cuts may be prepared for the table in so many different ways that a large variety of dishes are attainable.

Pork Roasts and Chops.

The loin is the cut that will probably appeal most to the average housewife, as it may be used as chops, roasts, boiled pork and in various other ways. Loins are available in different sizes and weights suitable to the needs of any family.

Some cooks prefer to have the loin boned, cut through the center and the two halves tied neatly together before roasting which, of course, simplifies carving at the table. Any butcher will be pleased to do the boning and tying when requested, although most retailers would like to have the order early enough to do the work when time is not taken up waiting on the trade.

Should a whole loin be purchased, the retailer will, on request, cut out the middle chops for the customer, so that both roasts and chops may be obtained at the one price. If the customer purchases chops and asks for the center cuts, the retailer is entitled to a price above that charged for chops cut from the ends.

Fresh Pork Shoulders.

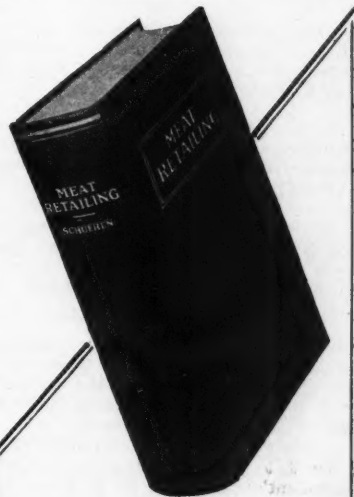
Another cut that is especially suitable for roasting is the fresh shoulder. Like the loin, shoulders are attainable in various sizes, and if desired for a small family can be had from five pounds up. While the shoulder may not be as desirable in some ways as a fresh ham, the lower price per pound will fully make up the difference.

The shoulder butt is still another cut that can be used to advantage, especially by a small family. This cut con-

tains a fairly high percentage of lean, with a minimum of waste, and may be used in practically the same ways that the loin is generally used.

It is fortunate for the consumer that pork is usually cheapest in the winter time, as this is the season when the body requires more energy producing foods. Pork contains a fairly high percentage of fat interwoven through the muscle tissue, and this fat content is a source of energy.

Radio talk prepared by New York office, U. S. Bureau of Agricultural Economics.



The opinions of specialists in the meat industry all agree on one point; namely, that the greatest need is for education:

"Meat Retailing"

By A. C. Schueren

Is one step toward solving this problem.

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New York Section

NEW YORK NEWS NOTES.

B. J. Lederer, formerly with Jacob Dold Packing Co., has been confined to his bed since Saturday.

J. W. Burns, of the United Chemical & Organic Products Co., Chicago, spent a few days in New York last week.

Paul Flynn, contract department, Armour and Company, New York, has just returned to his desk after a siege of the flu.

Fred Schenk, president of the Columbus Packing Company, Columbus, Ohio, spent a day in New York on his way to Philadelphia.

D. M. Archer, engineer with Webster Tallmadge & Co., Inc., has joined the engineering department of the Sarco Company, Inc., New York City.

An encouraging report has been received on E. F. McKenna, of the New York Butchers Dressed Meat Co., who has been in the hospital but is now on the road to recovery.

Valentine Hechler, of the district office, Wilson & Co., New York, is in Chicago. He will spend the holidays with his son and his family and the rest of the week on business.

Dr. J. J. Hayes, of the general superintendent's office, and H. K. Blanning, engineering department, Armour and Company, Chicago, have been visitors to New York during the past week.

Miss Matilda Jernstedt, of the transportation department, Swift & Company, New York, found a handsome diamond in her stocking. No announcement has been made, so mystery surrounds the gift.

The holiday week end afforded J. H. Lawrence of the Jacob Dold Packing Co. an opportunity to visit Buffalo, his home town, for a few days. J. W. Laughlin of the same company spent Christmas with his family in Atlantic City.

Following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ended December 22, 1928: Meat—Brooklyn, 277 lbs. Fish—Brooklyn, 14 lbs. Poultry and game—Brooklyn, 9 lbs.

The system of automatic high-pressure washing of carcasses, as developed by Edward Shute, superintendent of Wilson & Company's New York plant, continues to reward him. Mr. Shute was awarded the first prize of \$300 by the Institute of American Meat Packers, as his was the best idea suggested during the year, and now Wilson & Co. have presented him with a check for a like amount.

Watch the "Wanted" page for bargains.

AMONG RETAIL MEAT DEALERS.

William Kramer, vice president of Kramer Brothers, and a member of Ye Olde New York Branch, has been confined to his home for about a week with what threatened to be an attack of pneumonia. Latest reports are to the effect that he is on the road to recovery.

At the meeting of the Bronx Branch on Wednesday evening of last week a nominating committee, composed of Messrs. Gerard, Ritzman, Roth, Ruggerio and Wehnes, was appointed to prepare a slate for the next meeting, when election of officers will take place. As the next meeting will fall on January 2nd there will be a New Year's celebration among the members and coffee will be served. The ball committee reported that tickets were selling nicely and the work on the program was also progressing.

PRODUCE EXCHANGE IN STOCKS.

After months of preparation the special committee called the Securities Committee of the New York Produce Exchange announced through William Beatty, president of the Exchange, the opening of the securities market on the New York Produce Exchange on December 19. On the first day of trading, in a list which the financial district characterized as good, there were between 13,000 and 14,000 shares turned over. On the following day more than 22,000 shares were traded in; on the first Saturday trading was at the rate of 23,000 shares, and on the day between Sunday and Christmas the trading was about one-third the usual daily volume, which was the case on the other exchanges; while the day after Christmas it neared the 20,000 share mark.

Twenty-four securities have been added to the list. These cover industrial and airplane companies; one of the new listings is the Columbia Baking Company, which operates 21 plants along the Atlantic Coast.

The New York Produce Exchange has been operating since 1862. The main trading floor has an area of more than 30,000 square feet. The new securities market is the third in New York, and is located in the northwest corner of the building. It is equipped with five trading posts of the latest design, and has a complete installation of telephones for brokers, telephone booths, messenger boys and stock quotation reporters, and as soon as a trade is made it is ticked off on the Western Union gold ticker. The opening ceremonies were brief and in keeping with the conservative men who sponsored the new securities market.

In the southeast corner of the big Produce Exchange trading floor is a completely equipped clearing house, which will clear sheets on all trades made on the securities exchange each day. This is the first time that a clearing house has been located on the same floor or even under the same roof with a securities market.

HOLIDAY GREETINGS.

In extending its heartiest season's greetings to the meat industry, and wishes for success and prosperity for the year 1929, THE NATIONAL PROVISIONER at this time desires to make acknowledgment of the numerous beautiful greeting cards and souvenirs received.

Among the many packers and packing concerns extending courtesies of the Yuletide were Charles E. Herrick, vice-president Brennan Packing Co., Chicago; John Anderson, general manager, Pittsburgh Provision & Packing Co., Pittsburgh, Pa.; W. F. Schludenberg, president Wm. Schludenberg-T. J. Kurlde Co., Baltimore, Md.

Frank M. Firor, president, Adolf Gobel, Inc., New York; J. & F. Schroth Packing Co., Cincinnati, O.; Ralph H. Daigneau, manager provision department, Geo. A. Hormel & Co., Austin, Minn.; Harry M. Shulman, Hammond-Standish Co., Detroit, Mich.; Stephen S. Conway, superintendent, Springfield Packing Co., Springfield, Mo.; D. J. Donohue, casings department, Cudahy Packing Co., Chicago; F. W. Waddell, Seattle, Wash., formerly vice-president of Armour and Company, Chicago.

J. P. Murphy, vice-president Blayne-Murphy Co., Denver, Colo.; Western Packing Co. of Canada, Ltd., Winnipeg, Canada; Edward Davis, Inc., New York, a leading old-time wholesale meat house; Foster Beef Co., Manchester and Claremont, N. H.; Charles H. Knight, vice-president Louisville Provision Co., Louisville, Ky.; Morris Dever, manager Armour and Company branch, Columbus, O.; Wreden Packing & Provision Co., Inc., Los Angeles, Calif., whose clever Christmas greeting bore the cartoon of a cow with the words "This Is No Bull."

Other greetings came from R. C. Pollock, general manager National Live Stock and Meat Board, Chicago; B. F. McCarthy, senior marketing specialist U. S. Bureau of Agricultural Economics at New York, whose greeting bore appropriate Christmas verses; J. S. Campbell, head of the Chicago office of the U. S. Bureau of Agricultural Economics; John P. Harris, Chicago, well-known packinghouse engineer and authority on oils and fats; Max Cullen, manager of the group of stores of the E. G. Shinner Co. at Lansing, Mich.; Robert W. Neuburger, New York, well-known in the butcher supply field.

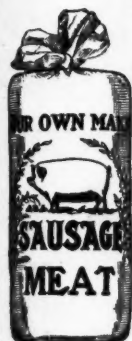
R. R. Pinkney, vice-president and general manager, Nuckolls Packing Co., Pueblo, Colo.; Charles S. Simms, sales manager East Tennessee Packing Co., Knoxville, Tenn., whose greeting consisted of a number of beautiful scenes from Great Smoky Mountains National Park in Tennessee; and the J. S. Hoffman Co., Chicago, importers of sausage and cheese.

Seaboard Refining Co., Ltd., New Orleans, La., leading cotton oil refiners; George H. Bennett, secretary-treasurer of the Texas Cotton Seed Crushers Association and the Interstate Cotton Seed Crushers Association, Inc., Dallas, Tex.; H. C. Forrester, secretary of the Mississippi Cotton Seed Crushers Association, Meridian, Miss.

From abroad the greetings included those of Charles Salmon, London, England; Gustavus F. C. Witt, Rotterdam,

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Holland, and The Compania Industrial Jabonera del Pacifico, of Mexico.

Brokers who forwarded their best wishes for Christmas and the New Year included J. C. Wood & Co., Chicago; John W. Hall, Chicago; F. C. Rogers of Philadelphia and New York; F. C. Reed & Son, Philadelphia; the J. T. Taylor Brokerage Co., Pittsburgh, Pa.; H. P. Hale Co., Boston, Mass.; and C. W. Riley, Jr., well-known broker of Cincinnati, O., and secretary of the Cincinnati Meat Packers' Association.

Among manufacturers of packing-house equipment and supplies who expressed their best wishes to THE NATIONAL PROVISIONER with artistic cards were The Allbright-Nell Co., Chicago; Jamison Cold Storage Door Co., Hagerstown, Md., and Stevenson Cold Storage Door Co., Chester, Pa.; Henry Cohn, president of Automatic Linker, Inc., New York; Chas. W. Dieckmann, of the Specialty Manufacturers' Sales Co.; R. S. Solinsky, district sales manager, Continental Can Co., Chicago; D. W. Awtry, curing expert, Diamond Crystal Salt Co., Chicago; Jacob Moog, executive vice-president, Godchaux Sugars, Inc., New Orleans, La.; Charles H. Hanson, Thomson & Taylor Co., Chicago; A. C. Legg Packing Co., Inc., Birmingham, Ala., manufacturers of sausage seasoning, whose greeting was a unique letter with the wording in the form of a Christmas tree; International Harvester Co., Chicago; Cincinnati Butchers Supply Co., Cincinnati, O.; Wm. H. Enell, advertising manager, Paterson Parchment Paper Co., Passaic, N. J.

HOLIDAY REMEMBRANCES.

Some of the Christmas and New Year greetings received in the past few days from packers and manufacturers of equipment for the packing industry were so artistic and serviceable as to deserve special mention by THE NATIONAL PROVISIONER.

One of the most artistic and practical came from J. Sidney Hoffman,

president, the J. S. Hoffman Co., Chicago, a beautiful 1929 diary bound in alligator leather, with gold-edged pages and the name of the user embossed in gold on the front cover. The diary also contains considerable statistical data and information of value for reference purposes.

From the Superior Packing Co., Chicago and St. Paul, Minn., came a genuine calfskin billfold, with several special compartments for holding identification cards, etc.

The season's greetings of the Paterson Parchment Paper Co., Passaic, N. J., took the form of a handsome brochure in colors, printed on the company's own parchment product. The front of the brochure depicts the cozy fireside in the boyhood home of John Howard Payne, author of the beautiful poem, "Home, Sweet Home," with the poem itself printed on the inside in the original script handwriting of the author.

A timely gift was that of the Cincinnati Butchers Supply Co., Cincinnati, O., an attractive loose-leaf desk pad and calendar.

The H. K. McCann Co., Pittsburgh, Pa., prominent retail house, presented a beautiful lithographic reproduction of a painting depicting, in the modern style, the city of tomorrow with the words "Never Before Today Has 'Tomorrow' Been So Great a Word."

One of the handsomest calendars received came from John Morrell & Co., Ottumwa, Ia., packers, each of the pages for the months being headed by an appetizing display of one of the company's products, lithographed in full colors.

Two calendars came from the Nuckolls Packing Co., Pueblo, Colo., one a large wall calendar and the other attractively mounted bearing the reproduction of a western painting and verse by C. M. Russell.

The International Harvester Co., Chicago, also sent two calendars, a large wall type in rotogravure printing, and

a smaller art calendar in full colors, showing a scene in rural England, reproduced from a painting by Fred Hines.

PROVISION VETERAN RETIRES.

(Continued from page 47.)

today. Each packer sent his own representative onto the Board of Trade floor to sell his own company's output. Today, of course, packers operate on the floor through their brokers, or through their branch houses.

Most of the speculative trade during the latter part of the past century, Mr. Chapin recalled, was in mess pork, a commodity which now is practically obsolete. Its place has been taken by dry salt meats such as fat backs, bellies, and extra short clears. Other products active in early trading days but now relatively minor factors were "short clears" and "long clears."

In recalling the changes wrought in the price situation he remembered receiving, in September, 1879, an order for 2,000 boxes of "long and short clears," December futures, which he secured at \$4.10 a box. A few weeks later the customer on whose account this had been purchased instructed him to sell 1,500 boxes whenever a profit of \$10 a box was obtainable.

Because of his long continuous associations with the industry Mr. Chapin has a host of friends, both in packing-house circles and on the Chicago Board of Trade. All of them regret that he now is abandoning active business for the retirement he has earned so well. The Board itself has done him individual honor because of his affiliations as a member for over half a century.

For the immediate future, Mr. Chapin said, he is going to indulge his love of music at his home in Highland Park, Ill. His hobby is the clarinet, and for eighteen years he has been a member of the Apollo Musical Club, Chicago, of which singing organization he also is a past president.

NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, best	\$11.75@13.50
Cows, medium	7.00@ 8.50
Bulls, light to medium	7.50@ 8.50

LIVE CALVES.

Veals, prime	\$10.00@18.00
Calves, com. to med.	7.00@ 8.00

LIVE SHEEP AND LAMBS.

Lambs, good to choice	\$14.00@14.75
Lambs, medium	12.00@13.50
Sheep, fat ewes	5.00@ 7.00

LIVE HOGS.

Hogs, 160-210 lbs.	\$ @ 8.85
Hogs, medium	@ 8.85
Hogs, 120 lbs.	@ 8.10
Roughs	@ 8.35
Good Roughs	@ 8.10

DRESSED HOGS.

Hogs, heavy	@ 15 1/4
Hogs, 180 lbs.	@ 15 1/4
Pigs, 80 lbs.	@ 16 1/4
Pigs, 80-140 lbs.	@ 17 1/4

DRESSED BEEF.

Choice, native heavy	.26 @ 25
Choice, native light	.26 @ 25
Native, common to fair	.23 @ 25

WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	.24 @ 25
Native choice, yearlings, 400@600 lbs.	.26 @ 27
Good to choice heifers	.23 @ 25
Good to choice cows	.18 @ 19
Common to fair cows	.14 @ 16
Fresh bologna bulls	.14 1/2 @ 15

BEEF CUTS.

	Western.	City.
No. 1 ribs	@ 30	31 @ 36
No. 2 ribs	@ 26	27 @ 30
No. 3 ribs	@ 18	22 @ 26
No. 1 loins	@ 31	33 @ 38
No. 2 loins	@ 19	20 @ 25
No. 1 hinds and ribs	.25 @ 26	30 @ 35
No. 2 hinds and ribs	.22 @ 24	22 @ 25
No. 3 hinds and ribs	.21 @ 22	20 @ 21 1/2
No. 1 rounds	.22 @ 23	21 @ 20
No. 2 rounds	.18 @ 19	19 @ 19
No. 3 rounds	.19 @ 20	22 @ 24
No. 1 chuck	.17 @ 18	20 @ 21
No. 2 chuck	.13 @ 14	18 @ 19
No. 3 chuck	.12 @ 13	16 1/2 @ 17
Bolognas	@ 6	16 1/2 @ 17
Rolls, reg., 6@8 lbs. avg.	.22 @ 23	22 @ 23
Rolls, reg., 4@6 lbs. avg.	.17 @ 18	20 @ 21
Tenderloins, 4@6 lbs. avg.	.60 @ 70	80 @ 90
Tenderloins, 5@8 lbs. avg.	.80 @ 90	100 @ 110
Shoulder clods	.10 @ 11	

DRESSED VEAL AND CALF.

Prime veal	@ 61
Good to choice veal	.28 @ 30
Med. to common veal	.23 @ 26
Good to choice calves	.21 @ 25
Med. to common calves	.17 @ 21

DRESSED SHEEP AND LAMBS.

Lambs, prime	.25 @ 27
Lambs, good	.23 @ 24
Sheep, good	.12 @ 14
Sheep, medium	.10 @ 11

FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs. average	@ 18
Pork tenderloins, fresh	.35 @ 40
Pork tenderloins, frozen	.35 @ 40
Shoulders, city, 10@12 lbs. avg.	.15 @ 16
Shoulders, Western, 10@12 lbs. avg.	.13 @ 14
Butts boneless, Western	.18 @ 19
Butts, regular, Western	.16 @ 17
Hams, Western, fresh, 10@12 lbs. avg.	.19 @ 20
Hams, city, fresh, 6@10 lbs. avg.	.21 @ 22
Picnic hams, Western, fresh, 6@8 lbs. average	.15 @ 16
Pork trimmings, extra lean	.18 @ 20
Pork trimmings, regular, 50% lean	.10 @ 11
Spareribs, fresh	.14 @ 15

SMOKED MEATS.

Hams, 8@10 lbs. avg.	.24 @ 25
Hams, 10@12 lbs. avg.	.23 1/2 @ 24
Hams, 12@14 lbs. avg.	.22 1/2 @ 23
Picnics, 4@6 lbs. avg.	.15 @ 16
Picnics, 6@8 lbs. avg.	.14 @ 15
Rollettes, 6@8 lbs. avg.	.15 1/2 @ 16 1/2
Beef tongue, light	.28 @ 29
Beef tongue, heavy	.32 @ 33
Bacon, boneless, Western	.22 @ 23
Bacon, boneless, city	.18 @ 20
Pickled bellies, 8@10 lbs. avg.	.15 @ 16

FANCY MEATS.

Fresh steer tongues, untrimmed	30c a pound
Fresh steer tongues, 1 c. trim'd	42c a pound
Sweetbreads, beef	70c a pound
Sweetbreads, veal	\$1.00 a pair
Beef kidneys	20c a pound
Mutton kidneys	11c each
Livers, beef	40c a pound
Oxtails	18c a pound
Beef hanging tenders	28c a pound
Lamb fries	10c a pair

BUTCHERS' FAT.

Shop fat	@ 3
Breast fat	@ 4 1/4
Edible suet	@ 6 1/4
Cond. suet	@ 5 1/4

GREEN CALFSKINS.

	5-9 1/4-12 1/4	12 1/4-14	14-18	18 up
Prime No. 1 Veals	.27	3.00	3.35	4.60
Prime No. 2 Veals	.25	2.80	3.10	4.35
Buttermilk No. 1	.24	2.65	3.00	3.20
Buttermilk No. 2	.22	2.45	2.75	2.95
Branded Gruby	.13	1.50	1.75	1.95
Number 3				2.80

LIVE POULTRY.

Fowls, colored, per lb., via express	.25 @ 30
Ducks, L. I. spring	@ 32
Pigeons, per pair, via freight or express	.30 @ 40

BUTTER.

Creamery, extras (92 score)	@ 49 1/4
Creamery, firsts (88 to 89 score)	@ 45 1/4
Creamery, seconds (84 to 87 score)	@ 44
Creamery, lower grades	@ 43 1/4

EGGS.

(Mixed colors.)

Extras	.46 @ 48
Extra firsts	.33 @ 45
Firsts	.29 1/2 @ 42
Checks	.25 @ 28

DRESSED POULTRY.

FRESH KILLED.

Fowls—fresh—dry picked—12 to box—fair to good:	
Western, 60 to 65 lbs. to dozen, lb.	.30 @ 32
Western, 48 to 54 lbs. to dozen, lb.	.26 @ 28
Western, 43 to 47 lbs. to dozen, lb.	.24 @ 26
Western, 36 to 42 lbs. to dozen, lb.	.23 @ 24
Western, 30 to 35 lbs. to dozen, lb.	.22 @ 23

Fowls—fresh—dry pkd.—12 to box—prime to fecy:	
Western, 60 to 65 lbs. to dozen, lb.	.33 @ 34
Western, 48 to 54 lbs. to dozen, lb.	.29 @ 30
Western, 43 to 47 lbs. to dozen, lb.	.27 @ 28
Western, 36 to 42 lbs. to dozen, lb.	.25 @ 26
Western, 30 to 35 lbs. to dozen, lb.	.24 @ 25

Ducks—	
Maryland, prime to fancy, per lb.	.27 @ 30
Turkeys—	
Northern, prime to fancy	.37 @ 41
Western, prime to fancy	.36 @ 40
Texas, prime to fancy	.35 @ 38

Squabs—	
White, 11 lbs. to dozen, per lb.	@ 65
White, 9 lbs. to doz., lb.	@ 55
Fowls—frozen—dry pkd.—fair to good—12 to box:	
Western, 60 to 65 lbs. to dozen, lb.	.29 @ 31
Western, 55 to 59 lbs. to dozen, lb.	.28 @ 30
Western, 43 to 47 lbs. to dozen, lb.	.24 @ 26
Western, 30 to 35 lbs. to dozen, lb.	.22 @ 23

BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia, week ended Dec. 20, 1928:

	Dec. 14	15	17	18	19	20
Chicago	49 1/4	49 1/4	49 1/4	49	48 1/4	49
New York	50 1/4	50 1/4	50 1/4	50 1/4	50 1/4	49 1/4
Boston	50 1/4	50 1/4	50 1/4	50 1/4	50 1/4	50
Phila.	51 1/4	51 1/4	51 1/4	51 1/4	51 1/4	50 1/4

Wholesale prices of carlots—fresh centralized butter—90 score at Chicago.

	48 1/4	48 1/4	48 1/4	48 1/4	48 1/4
Receipts of butter by cities (tubs).					
This week.					
Last week.					
Since Jan. 1—1927.					
Chicago	26,916	25,793	23,910	2,992,175	3,084,917
N. Y.	34,975	41,640	40,614	3,367,549	3,322,034
Boston	12,783	15,562	11,211	1,229,562	1,191,558
Phila.	13,917	14,329	14,016	1,104,515	1,072,196

Total, 88,591 97,324 80,751 8,693,801 8,870,705
Cold storage movement (lbs.):

	In	Out	On hand	Same week-day last year.
	Dec. 20.	Dec. 20.	Dec. 21.	1927.
Chicago	132,020	186,889	6,864,718	10,998,009
New York	90,155	259,625	7,014,125	9,140,762
Boston	2,286	95,258	5,405,902	4,891,624
Phila.	50	76,580	2,792,696	1,457,386
Total	224,511	618,322	22,077,444	26,487,871

FERTILIZER MATERIALS. BASIS NEW YORK DELIVERY.

Ammoniates.

Ammonium sulphate, bulk, delivered per 100 lbs.	@ 2.40
Ammonium sulphate, double bags, per 100 lbs. f.a.s. New York	@ nom
Blood dried, 15-16% per unit	@ 4.75
Fish scrap, dried, 11% ammonia 10% B. P. L., f.o.b. fish factory	5.50 @ 10c
Fish guano, foreign, 13@14% ammonia, 10% B. P. L.	4.95 @ 10c
Fish scrap, acidulated, 6% ammonia, 3% A. P. A., f.o.b. fish factory	Nominal
Soda Nitrate, in bags, 100 lbs. spot	@ 2.17 1/2
Tankage, ground, 10% ammonia, 15% B. P. L., bulk	4.75 @ 10c
Tankage, unground, 9@10% ammonia	4.50 @ 10c

Phosphates.

Bone meal, steamed, 3 and 50 bags, per ton	@ 32.00
Bone meal, raw, 4 1/2 and 50 bags, per ton	@ 37.00
Acid phosphate, bulk, f.o.b. Baltimore, per ton, 16% fat	@ 10.50

Potash.

Manure salt, 20% bulk, per ton	@ 12.40
Kainit, 12.4% bulk, per ton	@ 9.00
Muriate in bags, basis 80%, per ton	@ 36.40
Sulphate in bags, basis 90%, per ton	@ 45.70

Beef.

Cracklings, 50% unground	@ 1.00
Cracklings, 60% unground	@ 1.10

Meat Scraps, Ground.

50%	@ 65.00
55%	@ 70.00

BONES, HOOFS AND HORNS.

Bound shin bones, avg. 48 to 50 lbs. per 100 pcs.	95.00@100.00
Flat shin bones, avg. 40 to 45 lbs. per 100 pcs.	@ 75.00
Black hoofs, per ton	45.00 @ 50.00
Striped hoofs, per ton	45.00 @ 50.00
White hoofs, per ton	@ 55.00
Thigh bones, avg. 85 to 90 lbs. per 100 pieces	@ 100.00
Horns, avg. 7 1/2 oz. and over, No. 1s	300.00@325.00
Horns, avg. 7 1/2 oz. and over, No. 2s	250.00@275.00
Horns, avg. 7 1/2 oz. and over, No. 3s	200.00@225.00

NEW YORK LIVE STOCK.

Receipts of live stock at New York for week ended Dec. 22, 1928, were reported officially as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City	3,907	4,936	4,492	18,020
Central Union	2,337	804	318	18,514
New York	656	4,021	38,932	10,061
Total	6,900	9,761	43,742	45,135
Previous week	8,342	14,263	32,993	54,434
Two weeks ago	9,547	10,191	33,445	54,587

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Highlights of Business History

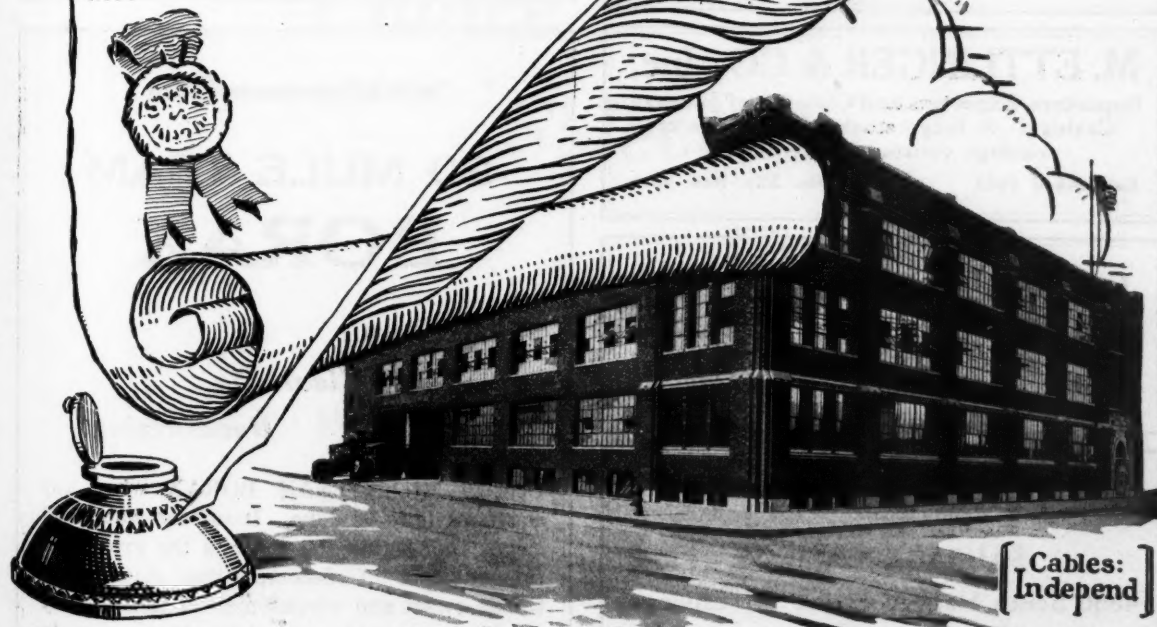
ON the first day of January the beginning of the new year is celebrated all over the world and has been for thousands of years.

For centuries governments and business have recognized January 1 as a holiday which gives us all an opportunity to pause and look back over the past year, but primarily to consider the year to come. From this has sprung up the good old custom of making resolutions for the new year.

Independent's resolution for 1929 is, as it has been in the past, to continue to serve you to the best of its ability and lose no opportunity, wherever possible, to improve its service to you. It resolves to continue to look upon fair treatment, courtesy and promptness to customers as being of primary importance.

Happy New Year

Independent takes this opportunity of wishing you a very happy and exceedingly prosperous New Year.



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Both Complying with Requirements
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 Certified to by B. A. I.
 Quality Highest Prices Lowest
 Any Shade or Strength Desired

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ST. LOUIS

Hams and Bacon

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*Fresh Beef, Pork, Veal
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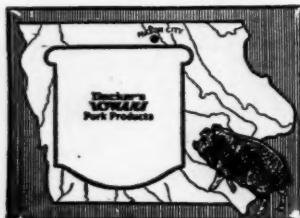
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Iowa

Wilmington Provision Co.

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of
Hogs, Cattle
Lambs
Calves
Manufacturers
of
Fine Sausage
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Business Opportunities

Public Abattoir

Wanted to buy, public abattoir which is being operated at present. Full particulars, price and terms in first letter. W-499, THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill.

Cold Storage Plant

for sale in rapidly growing southern city, population now over 30,000; manufacturing and agricultural center; large payroll; building with cooler and freezer, only freezer in the city. Now occupied; lease expiring February 1. Cash required about \$7,000, balance easy. Owner's death necessitates sale. FS-494, The National Provisioner, Old Colony Bldg., Chicago, Ill.

Business Opportunities

Packing Plant

For sale, M. & J. Packing Co.'s plant. Two-story brick building with basement, two big coolers, freezing room, trackage, 10-ton ice machine, electric elevator. Located three blocks from center of city on Northern Pacific Tracks. Price, \$20,000 complete. Going business. Good reason for selling. Terms if desired. M. & J. Packing Co., 124 S. Jefferson, Spokane, Wash.

Store for Rent

in heart of Fulton wholesale market district, Chicago, 50x125, fully equipped; 21 rail ice box, 4 rail scales and proper refrigeration. New building and equipment, front and rear loading facilities. Inquire at Vette & Zunker Co., 220 N. Green St., Chicago.

Men Wanted

Meat Salesman

Wanted hotel and restaurant meat salesman. State qualifications and salary. Must be able to produce. W-508, THE NATIONAL PROVISIONER, Old Colony Bldg.

Make your wants known
through THE NATIONAL
PROVISIONER Classified columns.

CLASSIFIED ADVERTISEMENTS

Advertisements under this head \$2.00 per inch per insertion. Remittance must accompany order

Equipment Wanted

Dried Beef Slicing Machine

Wanted, dried beef slicing machine similar to Link-Belt Co.'s Model A or B or Mechanical Mfg. Co.'s Model B. Give full particulars as to age, condition and price. Write, United Packers, Inc., Green Bay, Wis.

Sausage Rocker Machines

Wanted to buy, 2 large size Brodeser sausage rocker machines. Quote lowest price, advising where equipment could be inspected. W-497, THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill.

Miscellaneous for Sale

Car Lot Shippers

Light Weight, Medium Butcher Cows, Canners, Cutters. Hide on Calves and Vealers, Bulls, Dressed Hogs and Pigs.

Send us your inquiries.

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Memphis, Tenn.

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Belly Boxes

For sale, fifteen 600-pound used D C belly boxes in excellent condition for immediate use. Specifications: 36 inches long, 16 inches wide, 32 inches deep, made of 2-inch fir. A real bargain. Will sell for less than half of original cost. FS-502, The National Provisioner, Old Colony Bldg., Chicago, Ill.

Casing Flushing Machine

For sale, Oscar Mayer casing flushing machine. Address P. O. Box No. 3, Rochester, N. Y.

Second-Hand Belly Roller

For sale, second-hand belly roller, manufactured by Allbright-Nell Co. in good condition. FS-501, THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill.

For Business Opportunities and Additional Men Wanted Ads, see page 62.

Equipment for Sale

Dry Rendering Machinery

For sale, modern dry rendering outfit: "Mechanical" and Morrison dry cookers, 2 curb presses, 1 almost new Meakin press. FS-506, The National Provisioner, Old Colony Bldg., Chicago, Ill.

Lard Roll and Kettles

For sale, Mechanical Mfg. Co.'s motor-driven lard roll, 3 by 6, direct-connected, direct expansion. Also complete lard refinery. Ruprecht & Co., 560 W. Randolph St., Chicago, Ill., Tel. Central 1931.

"Boss" Air Stuffer

For sale, one 500-pound "Boss" air stuffer in perfect condition. In daily operation at our plant. Price, \$250.00 F.O.B. Baltimore, Md. FS-489, THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill.

Men Wanted

Manager Wanted

Man who has had chain store experience operating pork and beef retail markets. Must have executive ability. Write full particulars, past experience and qualifications. Address P.O. Box 43, Station W, Brooklyn, N. Y.

Experienced Tank House Man

Wanted, first-class, experienced tank house man capable of supervising the production of inedible products. Must be young, sober, energetic. Give references, state age and salary desired in first letter. W-500, The National Provisioner, Old Colony Bldg., Chicago, Ill.

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Apply

S. Oppenheimer & Co.

466 Washington St.

New York, N. Y.

Costs Expert

Wanted, experienced man to figure costs down to the last cent, one who has had considerable experience. None other need apply.

Our plant is small, but up-to-date. It is situated in the west in a good, live town.

Apply in your own hand writing, stating what experience you have had, the names of your former employers and what salary you would expect to come to work for us. Box W-491, THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill.

Men Wanted

Lard Refinery Foreman

Wanted, lard refinery foreman for South. Advise qualifications and salary expected. W-503, THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill.

Casing Salesman

Experienced casing salesman wanted by old established casing import house to cover Pacific Coast states. Must have selling record. Furnish references and particulars first letter. W-505, The National Provisioner, Old Colony Bldg., Chicago, Ill.

Position Wanted

First-Class Sausagemaker

Position wanted by first-class experienced sausagemaker who is looking for a permanent connection in city or country. Married. W-508, The National Provisioner, Old Colony Bldg., Chicago, Ill.

Assistant Superintendent

Young, energetic, married man wishes connection with small packer. Has general experience in all departments and good knowledge of product. Could work with superintendent as assistant, or as head of departments collectively. Prefer place with good chances of advancement. W-504, The National Provisioner, Old Colony Bldg., Chicago, Ill.

Production Superintendent

with 15 years' successful operation of vegetable oil refineries and compound plants desires connection with progressive firm. Has technical training and knows how to get results. Best references. W-478, The National Provisioner, Old Colony Bldg., Chicago, Ill.

Sales or Operating Manager

Executive with 20 years' experience and thorough knowledge of the packing business will be available February 1, 1929, for position as sales or operating manager. Best references. Address W-498, THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill.

Working Sausage Foreman

Position wanted by sausagemaker now in Chicago who wishes to settle in Chicago. Can make all standard brands of high and plain grades of sausage. References. W-496, THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill.

First-Class Sausagemaker

Position wanted by first-class sausagemaker with 30 years' experience. Married. Willing to go anywhere with reliable company. Will accept position on trial. Address P. O. Box 1293, Beckley, W. Va.

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Frankfurters

Otto Stahl's Delicious!
"Ready to Eat Meats"

Corned Beef, Boiled Ham
Head Cheese, Meat Loaf
Tongue, Bacon, Bolognas

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Approved HAMS - BACON
LARD - SAUSAGES
"Unusually Good"

Chicago, Washington, Madison, New York, Boston, Milwaukee

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FIRST PRIZE **Meat Products**
you won't forget the flavor
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ALBANY, N. Y.

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Cable Address, Hazelyork, Brooklyn

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and Renderers of Guaranteed Pure Lard
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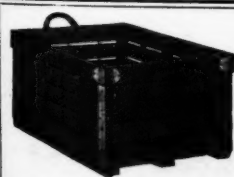
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Handling only the highest quality meat

Operators
of 421
Food Markets

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THE NATIONAL Provisioner

THE MAGAZINE OF THE
Meat Packing and Allied Industries

VOLUME 79

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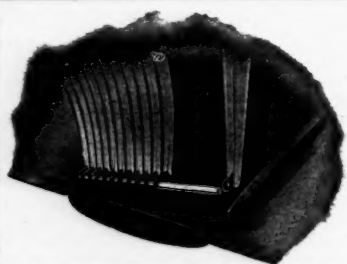
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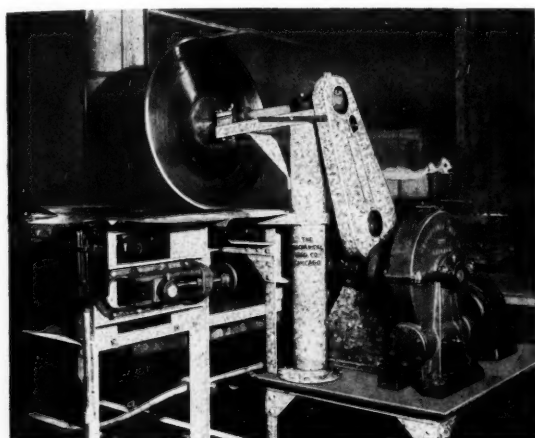
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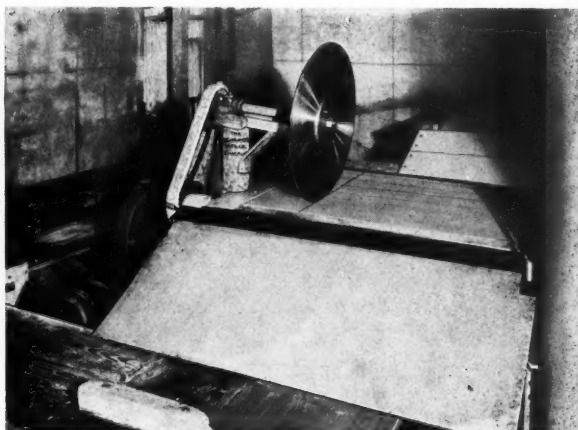
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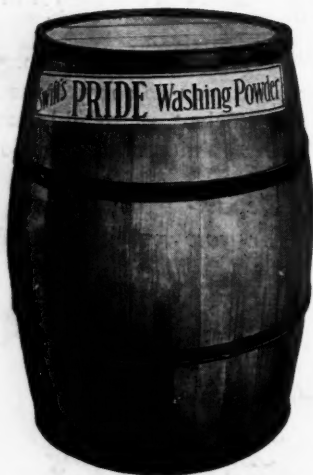
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